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Automotive N

JUNE 15, 1992

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GMAC employees punished

Workers held accountable: it 'happened on their watch'

CHARLES M. THOMAS and PHIL FRAME
Staff Reporters

By disciplining the entire GMAC chain of command last week for a multimillion-dollar fraud loss, General Motors directors told employees in the strongest possible way that they will be held accountable for their decisions.

The punishments stretched from the chairman of General Motors Acceptance Corp. to a low-level assistant branch manager, and GM promised more disciplinary action will follow.

GMAC suffered a $171 million after-tax loss after allegedly being defrauded by a New York dealer. A company investigation that began in December found no wrongdoing by any GMAC employees, but many were disciplined. Some executives were moved toward early retirement, others were demoted.

The GM board of directors disciplined the GMAC officials because the fraud "happened on their watch," said Jack Barrett, who was appointed vice president for the Eastern United States and Canada in the shakeup. He was GMAC director of corporate communications.

"We've concluded that the individuals associated with the McNamara case did not fulfill their responsibilities and did not exercise proper business judgment," Barrett said. "There probably were other decisions that could have been made."

But Barrett declined to elaborate on what decisions should have been made differently.

Even GMAC Chairman John Edman chose early retirement on May 1, several months prior to his 65th birthday, as a result of the imbroglio. He was replaced by Robert O'Connell.

Last week, GMAC President William Lovejoy, 51, was placed on special assignment. Obviously shaken by the treatment dealt to his management team, Lovejoy said, "I can't talk to you about this. Let it lie."

A prominent GM dealer said it wasn't fair to remove Lovejoy.

Ray Green, former National Automobile Dealers Association president and president of Green Holding Co. in Jacksonville, Ill., lauded Lovejoy for his readiness to "listen to dealers and their problems."

see GMAC, 34

latenews

Fiat jabs Ford on tractor deal

Fiat Auto S.p.A. has told Ford Motor Co. that it will seek arbitration if the companies cannot agree on financial arrangements of last year's sale of Ford New Holland to Fiat.

Ford sold 80 percent of its tractor operation to Fiat last May for $273 million and retained 20 percent of the new company called N.H. Geotech n.v. Inc.

Neither Ford spokesman John Ochs nor Fiat spokesman Gualberto Ranieri would be specific about Fiat's complaints. Ranieri says only that it's a "financial issue."

Ochs says that in any international sale, both parties have one year to resolve all issues or the matters can be taken to arbitration.

— *Kathy Jackson*

IRS form due by June 28

Dealers have until June 28 to file Form 3115 which can help protect them from an audit by the Internal Revenue Service on how they accounted for extended service contract sales sold in 1992.

The National Automobile Dealers Association, working with the accounting firm Ernst & Young, will prepare the form for dealers for a fee. A coalition of independent

see LATE NEWS, 2

JIM DUNNE/POPULAR MECHANICS

'93 nose job

Ford stylists are apparently doing a little cosmetic surgery for the 1993 model year. Spied recently was a Ford Crown Victoria sporting a chrome grille. Changes to the Ford Explorer are pictured on Page 2.

Chrysler maps plan to combine divisions

MARY CONNELLY
Staff Reporter

In hundreds of towns throughout the country, Chrysler Corp. is mapping a strategy to meld its 5,000 dealers into only two retail divisions instead of three by the end of the decade.

Marketing plans for each of Chrysler's 25 U.S. sales zones are beginning to reflect the company's plan to merge the Chrysler-Plymouth and Jeep-Eagle divisions by the year 2000.

Dodge division will not be affected by the merger.

Non-metropolitan dealers are being advised to contact zone managers to review the preliminary strategy to learn whether dealership mergers are planned.

The Jeep-Eagle National Dealer Council has asked Chrysler Corp. to establish a non-binding review panel to handle any complaints that arise from the plan. The panel would be composed of dealer and factory representatives from out-

see CHRYSLER, 36

Next Accord will come in 2 sizes

Bigger model for U.S., smaller car for Japan

RICHARD JOHNSON
Staff Reporter

TOKYO — Honda Motor Co. will abandon its global car concept and bring out two sharply different successors for the Accord next year. The new models, one for the United States and one for Japan, will be different sizes and may have different names.

The differentiation marks Honda's belated recognition that consumer tastes in the two markets are vastly different.

Americans want the next generation of the Accord — the best-selling passenger car in the United States for three years running — to become larger, with a six-cylinder engine.

Japanese consumers demand a smaller car.

Europeans, meanwhile, will get a British-built version of the new Accord-derived Ascot Innova that was introduced recently in Japan.

The philosophy for the current-generation Accord was that one size fits all markets.

THE HONDA WAY
The Beat won't go on in U.S. ➤ 35
U.S., Japan teams at odds on integra ➤ 35

Called the Accord EC, it will be supplemented by the U.S.-built coupe and wagon.

"The Accord originated from Japan, but now it is like an American car. It's grown up to be what it is today in the United States," Shinya Iwakura, Honda's chief product planner, said in an interview. Iwakura is general manager of Honda's Automobile Planning Board and senior managing director of Honda R&D Co.

"I think at this point it is useless to try to bring it back to Japan," Iwakura said. Honda of America Manufacturing Inc. could even become the sole source for the basic four-door sedan while Japan might build derivatives that do not carry the Accord name, he suggested.

see ACCORD,35

Automakers plan quick '93 changeover

GWENDOLYN ZONGHETTI
Special Correspondent

Automakers will have a relatively short changeover schedule this summer, and it is expected to be smooth because of lean inventories and optimism for a recovering economy.

Although the General Motors changeover will be shorter than last year's and should be sweet, it may have a bitter taste for some GM workers.

As a cost-cutting measure, Chairman Robert Stempel in February asked workers to take vacations coinciding with plant changeover shutdowns, but virtually every UAW GM local turned a deaf ear to Stempel's request.

Overall prospects for a smooth changeover to 1993-model production are enhanced because the country's vehicle dealers are optimistic about the

see CHANGE, 1s

Stockpiles thin in May ➤ 17

Lotus pulls plug on Elan

PHIL FRAME
and DIANA T. KURYLKO
Staff Reporters

Group Lotus Ltd. will announce today that it is discontinuing the year-old Elan and laying off workers at its factory in Bethel, England, according to sources.

The move would mark a sharp retreat from the U.S. market, which traditionally has accounted for one-third of Lotus' worldwide sales.

The front-wheel-drive Elan was designed specifically for the United States, but its $40,000 price tag and introduction during the Persian Gulf War and a U.S. recession virtually assured its demise.

General Motors owns the Brit-

see LOTUS, 34

Automotive News

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GM could seek to extend its venture with Toyota. PAGE 4

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Mercury minivan to get driver-side bag by '94. PAGE 4

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Smaller luxury sports car will recall late-1950s DB4. PAGE 4

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Full-sized sport-utility edged out by Jeeps. PAGE 6

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JIM DUNNE/POPULAR MECHANICS

Explorer gets new look for 1993

For '93, Ford is apparently altering the front ends of two vehicle lines. A Ford Explorer sport-utility was spied recently with a redesigned body-color grille replacing the black grille.

latenews

CONTINUED *from* PAGE 1

extended service contract administrators also is making a sample of the form available through state dealer associations.

The IRS is auditing hundreds of dealers and charging back taxes and interest on the sale of extended service contracts in which the dealer is the principal. Form 3115 notifies the IRS that the dealership has changed its accounting practices to comply with the agency's ruling that extended service contracts should be treated as prepaid insurance.

Korean group to build trucks

SEOUL — The Samsung Group, Korea's largest conglomerate with interests ranging from computers to shipbuilding, said Friday it had won government approval to begin producing trucks and other commercial vehicles next year.

Samsung said its Samsung Heavy Industries subsidiary would convert two of its assembly lines to produce 4,100 heavy-duty commercial vehicles a year. Japan's Nissan Diesel Motor Co. will provide the technology, Samsung said.

The government had denied a previous Samsung bid to enter the vehicle sector on the grounds of overcapacity. The company's current bid has been vigorously opposed by Korea's other makers for the same reason.

Kearns wins Chrysler case

DETROIT — Chrysler Corp. has been ordered to pay intermittent-wiper inventor Robert Kearns $11.3 million.

Kearns, who represented himself in U.S. District Court, was seeking $33 million from the maker for patent infringement.

The inventor won a similar suit against Ford Motor Co. and later settled out of court for $10.2 million.

General Motors and 17 other carmakers are still Kearns' targets.

Md. guzzler tax called illegal

WASHINGTON — A federal attorney says a new Maryland law taxing gas guzzlers and giving rebates to buyers of gas sippers is illegal.

Federal law says the corporate average fuel economy system is to be administered by the U.S. secretary of transportation, who has delegated that authority to NHTSA, Paul Jackson Rice, NHTSA chief attorney, told the Maryland attorney general.

The Maryland law puts a $100 surcharge on passenger cars and multipurpose vehicles with a CAFE rating less than 21 mpg, beginning with the 1993 model year. It provides a $50 rebate for vehicles rated at better than 35 mpg.

— Max Gates

Ford recalls 895,000 cars

DEARBORN, Mich. — Ford Motor Co. is recalling about 895,000 vehicles to replace the exhaust system catalyst.

The vehicles were built for sale in the United States, except California, and Canada. Ford said the internal catalyst material may rattle and break up during normal usage, causing the vehicle to exceed emissions standards.

Affected vehicles are: 1986 Ford Mustang and Mercury Capri with the 3.8-liter V-6; 1987-89 Mustangs with the 2.3-liter four; 1986-89 Mustangs with the 5.0-liter V-8; 1986-99 Ford Thunderbird and Mercury Cougar with the 3.8-liter V-6; and the 1986-89 Lincoln Mark VII with the 5.0-liter V-8.

Saturns on sale in Taiwan

Saturn Corp. began selling cars in Taiwan last week, its first exposure outside North America, for the low, low price of 570,000 Taiwanese dollars — or $23,286.

The price includes a 30 percent tariff, said a Saturn spokeswoman. In the United States, Saturns sell for as low as $8,395, but that doesn't include the optional anti-lock brakes and driver-side airbag that come standard with the Taiwanese cars.

The Saturns will be sold by GM Taiwan through its retailer, Chinese Automobile Co. There are two dealerships — in Yang Ming, north of Taipei, and in Kaohsiung. Three more are planned by the end of 1992.

— Phil Frame

Gilmour: Japan not backing off

WASHINGTON — Japanese automakers have not backed away from the U.S. market, says Allan Gilmour, executive vice president of Ford Motor Co.

"I haven't seen any evidence that the Japanese companies or their dealers are saying, 'I'll relax.' " Gilmour told the Washington Automotive Press Association last week.

He said the most important part of the current anti-Japanese trade bills in Congress is the proposed extension of "Super 301." That law would require the government to annually assess trading partners and take actions against unfair trade practices of countries with long-running surpluses.

— Max Gates

Ford matches GM van rebate

DETROIT — Ford Division responded to a Chevrolet-GMC increase in consumer rebates on van conversions.

For June 12-30, Ford's consumer rebate on the E150 Econoline with the RV package has been increased to $1,300 from $1,000.

The program ends the same day as the schedule for Ford's other rebates.

— Joseph Bohn

briefly

Chrysler smoke catches fire

Outside Japan, **Chrysler Corp.** is best at product development, says lean-production guru James Womack. He told engineers at a Data Control Systems product seminar that Chrysler's dual-hat approach, in which team leaders are also functional bosses, let it develop the LH with 741 people in 39 months, compared to 1,400 people and 60 months in the old days of the 1980s. He admits he was surprised. "Three years ago (when Womack was writing *The Machine That Changed the World*), I thought Chrysler was just a cloud of cigar smoke."

UN-RENAMING — After changing "Stanza" to "Altima" with a lot of fanfare, **Nissan** says it is being forced to put both names on the trunk lid because of "some complicated government regulations." "Altima" gets large silver letters in the center, "Stanza" gets a small decal. Shades of the Datsun-Nissan name game.

WHY TO BUY AN RV — Jim Perkins, **Chevrolet** general manager, was talking about a deal with the Recreational Vehicle Industry Association. "I kind of like RVs," he said. "In this business, there's something to be said for having all of your clothes together, so you can get out of town quick."

ON THE WIND — Chrysler Corp. has named the five Transatlantic balloon race teams that will descend on Europe in August to promote Chrysler's return. Two-person teams from Belgium, Germany, Great Britain, The Netherlands and the United States will pilot identical helium balloons, leaving Aug. 16 or as soon after as the weather is right.

ANYONE CAN WAVE — A U.S. subsidiary of the German robotics supplier KUKA Schweissanlagen + Roboter GmbH, proudly announces that its "Buy American" campaign was a hit: 12 of its 41 qualified U.S. employees bought or leased Big 3 vehicles.

ROSTY RETREATS — The fight's still in progress, but protectionists have backed away from their controversial proposal to limit sales of Japanese transplants if the Big 3 don't do better in Japan. House co-sponsor Dan Rostenkowski, D-Ill., pulled that section from his trade bill while he tries to come up with a new plan. He said, "Though well-intentioned, this section could have the unintended effect of chilling foreign investment in the United States."

COOL CUP — **Chevrolet** got to see the America's Cup won by sponsoree America3 last week when skipper Buddy Melges came to Warren, Mich. The venerable sailing prize travels by first-class plane seat and is wrapped in plexiglass. Not even division chief Jim Perkins could leave a fingerprint.

MARY SCHROEDER/DETROIT FREE PRESS

Boat skipper, cup, Chevy skipper

letters
TO THE EDITOR

continued from PAGE 12

involved general managers' and sales managers' interviews on how they sell cars at invoice, giving the impression that those sales are profitable because of the holdback.

The NADA's 1991 year-end comparison figures show that the average dealer's cost-to-sell is $1,564 per vehicle. The holdback, as you pointed out, ranges from $250 on an Escort to $1,200 on a Cadillac Seville. Clearly, the dealer does not profit on such deals; he loses.

Secondly, the stories did not touch upon another growing marketing trend that also plays havoc with dealer grosses.

I refer to company sales plans to corporate accounts (e.g. Northwest Airline employees) which fix dealer grosses; the heavily advertised lease deals that fix monthly payments; and the "one-price-for-any-model" programs like Ford's "Any Escort under $10,000."

As a result, franchises are literally controlled by the manufacturers who fix prices and/or grosses at levels that do not allow dealers to cover overhead expenses.

Dealers have to wake up to the fact that they're in business to make a profit and do their homework to see what kind of grosses they need to do so.

In addition to these fixed-price programs, the manufacturers have further impaired dealer profitability by overdealering, manipulative distribution and huge fleet sales.

They're doing so because they are faced with tremendous overcapacity in a market that has shrunk, but they have no right to ignore dealer profitability while addressing their own.

ED MULLANE
Chairman
Ford Dealers Alliance
Hackensack, N.J.

Japanese provide U.S. jobs

I am an American. I live in California, and I work for a Japanese importer. And I'm tired of seeing the employees of the import industry forgotten.

More than half a million Americans like me work directly for importers, distributors, dealers, transplant factories and parts suppliers. The sale of a given product, a Japanese automobile, is our livelihood.

Significant restrictions on automotive imports would reduce the number of jobs available in the entire automotive industry in the United States. The Japanese companies would have to make personnel cutbacks.

Most of those jobs would not reappear in the domestic industry. It takes more people to establish an organization than it does to expand one.

We need to remind the domestic auto industry that Americans are employed by the Japanese. Putting one group of Americans out of work to hire another group is a trade-off. It just puts different people out of work.

We need to remind our representatives in Congress that there is a bigger picture than their voting district. They need to expand their view to include what's good for the U.S. economy. If the U.S. economy heals, the local economies will follow.

The Japanese contribute to our economy by putting Americans to work. And that is what it's all about.

ALAN VOORHEES
Anaheim, Calif.

Important words on new-car prices

Rance Crain's commentary on Detroit's new-car pricing habits (May 18) was one of the best I've seen in years.

The powerful message that "Consumers don't just want lower prices, they want fair prices that put them on a level playing field with everyone else," strikes at the very heart of why the new-car shopping process is held in such low esteem by U.S. consumers.

The comment, "What customers want in all product and service categories is lower prices, yes, but also the assurance that they're paying the same low price as anyone else," is certainly no surprise to veteran new-car dealers.

During my 45 years in the new-car business, I never had a new-car buyer who thought he had paid too much for his car until a friend or relative told him (accurately, in many cases) that he could have gotten a better deal somewhere else.

Is it any wonder that new-car buyers have minimal confidence in new-car prices when humongous factory rebates are so generously and capriciously offered and dealers will knock hundreds of additional dollars off sticker prices in the blink of an eye?

I believe many new-car dealers have serious credibility problems with the manner in which new cars are priced to them. Isn't it then natural that this same lack of trust should be transmitted to their customers?

Crain's message to the industry should not go unnoticed. Congratulations!

NAT SHULMAN
Kailua, Hawaii

Employees' goofs add to GM prices

I have read with some amusement and interest your articles covering the fiasco confronting General Motors and General Motors Acceptance Corp. in regard to the McNamara case in Long Island, N.Y. Apparently GM is out approximately $436 million because of the ineptness of its employees.

On Page 8 of your May 25 issue, Robert Stempel said, "I assure you it will not happen again."

This is almost identical to a conversation I had with Ray McCarthy, then GMAC executive vice president of operations, in December 1981 while I was a supervisor at GMAC.

His words were, "We have taken steps to see that this does not happen again, and the people responsible are no longer with us." We were discussing an out-of-trust situation that occurred in Washington, Kan., and also cost GM millions of dollars. Heads rolled after that one, too, but apparently no lessons were learned.

Recent news reports have given extensive coverage to GM's new purchasing vice president, Ignacio Lopez, and his "radical" concept of opening up all parts purchases from vendors to bidding in an effort to reduce costs. Sorry, but this seems like a common sense effort to reduce costs instead of the move of a genius.

I would have thought that, at the conclusion of each supplier contract, GM would already have the practice in place of circulating specifications and taking bids for a supplier that can meet those specifications at the lowest cost. It's pretty easy to see why your new-vehicle costs rise constantly when all you do is accept your long-time supplier's price increase and pass it along to the consumer.

It is no wonder that many former GM owners now purchase other makes when you look at the money wasted on out-of-trust dealers and rubber-stamped suppliers.

What do they care? They will just pass it on to the car buyers and then complain about the foreign competition.

WILLIAM F. HERRING III
Houston

Mercedes S class has 20% discount

There was a slight error in the list of dealer discounts for Mercedes-Benz models on Page 22 of your May 18 issue, which we'd like to make you aware of for future reference.

The figure for the S class should be 20 percent, which is the across-the-board dealer discount for all models. The list showed a discount of 19.5 percent.

A.B. SHUMAN
General Manager, Public Relations
Mercedes-Benz
of North America Inc.
Montvale, N.J.

Auction job hunt called a Catch 22

I'm an auctioneer with 14 years experience in the automobile industry as a top-ranked salesman, manager and used-car dealer.

Two years ago, I went to auction school to change professions and enter an exciting industry with huge potential, along with it being something I always have wanted to do.

My goal was, and still is, to be a professional auto auctioneer working a circuit of four or five auctions a week.

I have found that it is almost impossible to break into the auto auction industry. It's a Catch 22 situation. You can't get hired if you haven't "called" auto auctions. But if they don't give you the chance, you can't get any working experience.

It seems to me that in a multi-billion-dollar industry, there would be a training program for working auctioneers such as myself who wish to be part of the auto auction industry.

As the auction industry continues to grow, there will be a continual need for well-trained professional auctioneers. I know that after a short training period to learn the ropes, I would be an asset to any auction.

JACK RUSSO
Owner
Auction Services Northeast
Arlington, Vt.

We invite letters from our readers. We request that you limit your letter to 250 words, and we reserve the right to edit. Unsigned letters will not be considered. Please include your telephone number. Address: Letters, Automotive News, 1400 Woodbridge, Detroit, MI 48207. Our fax number is (313) 446-0383.

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CHANGE

Shift to '93 models faster than for '92

continued from PAGE 1

new model year, citing the advent of new products and a slowly improving economy.

Domestic producers have scheduled fairly short downtime for changeover to production of 1993 models.

Changeover for General Motors plants is scheduled for the last two weeks of July.

Last year, some GM plants were down four to 16 weeks for extensive retooling for new 1992 models.

Ford will have a rolling changeover from July 31 through Aug. 24 at 14 of its 17 assembly plants.

Ford's Edison, N.J., and St. Paul, Minn., plants will have a three-month changeover due to the makeover of the Ford Ranger.

Model changeover at the Wixom, Mich., plant will end Oct. 5, when production of the new Lincoln Mark VIII is slated to begin. Wixom's changeover for the Lincoln Town Car and Continental will follow Ford Motor's regular schedule.

Chrysler Corp.'s model changeover will happen in July for 11 of the 12 assembly plants.

At the New Mack Avenue plant in Detroit, which makes the Dodge Viper, a two-week switchover is set for September.

Model changeover for transplants will take two weeks or less.

In general, changeover to production of 1993 models will be considerably faster than the 1992 changeover.

Most dealers are maintaining a strong buildout inventory while stepping up ordering for the new model year.

"Our product lineup is stronger than ever," said Ken Harris, sales manager of Lakeshore Ford Lincoln Mercury in Fredonia, N.Y.

"We haven't done this well since 1986. We are planning on a 50 percent increase in sales for 1993," Harris said.

The highlight of the 1993 Mercury lineup will be the new front-wheel-drive Mercury Villager minivan, which will be built in Avon Lake, Ohio.

Lincoln-Mercury dealers in general expect the Villager to boost floor traffic and sales.

"I anticipate the Villager will account for 10 to 15 percent of our volume," said Dan Marks, general sales manager of Libertyville Lincoln-Mercury in Libertyville, Ill.

"I hope the Villager will put a dent in the Plymouth and Dodge markets, which occupy 50 percent of the minivan industry," Marks said.

Some Lincoln-Mercury dealers expect the sporty new Mark VIII coupe to offer stiff competition to Cadillac's Seville sedan and Eldorado coupe.

Chrysler dealers said they are ordering heavily for 1993 and expect sales to soar with the introduction of the mid-sized LH sedans — the Eagle Vision, the Dodge Intrepid and the Chrysler Concorde.

Chrysler dealers in general say shoppers seem more optimistic than they have been in nearly two years.

GM dealers also seem to expect better business for 1993.

Sales are "on the road to normalcy," said Richard Baylis, sales manager of Bast Chevrolet in Seaford, N.Y.

Business at Bast Chevrolet has improved 15 percent compared to this time last year, and the dealership is placing strong orders for 1993.

The upcoming model changeover at GM plants already has spawned discontent among many employees.

Most GM workers refused to accept the company's plan to link vacations and shutdowns to save GM big bucks.

"GM did not negotiate the vacation requirements," said Ray Church, UAW Local 22 president for the Detroit-Hamtramck, Mich., plant.

"Our workers don't agree with the request or the way the company attempted to do it. GM should have been more considerate and come to the UAW first," Church said.

Dave Perdue, president of Local 276 at the Arlington, Texas, plant, said "The workers are angry that they've been asked to take vacation. They feel they've been left with no alternatives.

"The union has asked workers not to adhere to GM's request but to collect unemployment benefits," said Perdue.

Most GM plant workers will consider downtime a layoff period in order to take their accumulated vacation time later.

MODEL CHANGEOVER DATES FOR U.S. AND CANADA ASSEMBLY PLANTS

Plant	Build-out	Job 1
CHRYSLER MOTORS		
Belvidere, Ill.	7/16	7/27
Chrysler Fifth Ave.		
Chrysler Imperial		
Chrysler New Yorker		
Dodge Dynasty		
Bramalea, Ontario		
Dodge Monaco	12/12/91	—
Eagle Premier	12/12/91	—
Chrysler Concorde	—	7/30
Dodge Intrepid	—	7/30
Eagle Vision	—	7/30
Brampton, Ontario	4/24	—
Jeep Wrangler		
Jefferson North (Detroit)	7/10	7/20
Jeep Grand Cherokee		
Newark, Del.	7/17	7/27
Dodge Spirit		
Chrysler LeBaron J		
Plymouth Acclaim		
New Mack (Detroit)	9/4	9/21
Dodge Viper		
Pillette Road (Windsor, Ontario)	7/10	7/27
Dodge Ram Van		
Dodge Ram Wagon		
St. Louis (No. 2)	7/17	7/27
Chrysler Town & Country		
Dodge Caravan C/V		
Dodge Grand Caravan		
Plymouth Grand Voyager		
Sterling Heights, Mich.	7/2	7/20
Dodge Daytona		
Dodge Shadow		
Plymouth Sundance		
Toledo, Ohio (No. 1)	6/12	7/6
Jeep Briarwood		
Jeep Cherokee		
Jeep Comanche		
Toledo, Ohio (No. 2)	—	7/22
Jeep Wrangler		
Warren, Mich.	7/10	7/27
Dodge full-sized pickup		
Dodge mid-sized pickup		
Windsor, Ontario	7/2	7/20
Dodge Caravan		
Dodge Caravan C/V		
Plymouth Voyager		
FORD MOTOR CO.		
Atlanta	7/31	8/3
Ford Taurus		
Mercury Sable		
Avon Lake, Ohio		
Mercury Villager	—	4/14
Nissan Quest	—	4/15
Chicago	8/14	8/17
Ford Taurus		
Mercury Sable		
Dearborn, Mich.	7/31	8/3
Ford Mustang		
Edison, N.J.	6/12	6/14
Ford Ranger		
Kansas City, Mo.		
Ford Tempo	8/7	8/10
Mercury Topaz		
Ford F series	8/14	8/17
Lorain, Ohio		
Ford Thunderbird	7/31	8/3
Mercury Cougar		
Ford Econoline	8/14	8/17
Louisville, Ky.	8/21	8/24
Ford Explorer		
Ford Ranger		
Mazda Navajo		
Michigan Truck (Wayne, Mich.)	3/27	4/6
Ford Bronco		
Ford F series		
Norfolk, Va.	8/21	8/24
Ford F series		
Oakville, Ontario	8/21	8/24
Ford Tempo		
Mercury Topaz		
Ontario Truck (Oakville, Ontario)	8/21	8/24
Ford F series		
St. Louis	8/14	8/17
Ford Aerostar		
St. Thomas, Ontario	8/7	8/10
Ford Crown Victoria		
Mercury Grand Marquis		

Plant	Build-out	Job 1
Twin Cities (St. Paul, Minn.)	6/12	9/14
Ford F series		
Ford Ranger		
Wayne, Mich.	8/2	8/5
Ford Escort		
Wixom, Mich.		
Lincoln Continental	7/31	8/3
Lincoln Town car		
Lincoln Mark VII	4/3	10/5
GENERAL MOTORS		
Arlington, Texas		
Buick Roadmaster sedan	7/17	8/3
Cadillac Brougham	3/27	5/4
Chevrolet Caprice sedan	7/17	8/3
Baltimore	7/17	8/3
Chevrolet Astro		
GMC Safari		
Bowling Green, Ky.	7/17	8/3
Chevrolet Corvette		
Buick City (Flint, Mich.)	7/17	8/3
Buick LeSabre		
Oldsmobile Eighty Eight		
Detroit	7/17	8/3
P-model & commercial, vehicle chasis		
Detroit-Hamtramck, Mich.	7/17	8/3
Buick Riviera		
Cadillac Allante		
Cadillac Eldorado		
Cadillac Seville		
Oldsmobile Toronado		
Doraville, Ga.	7/6	7/13
Oldsmobile Cutlass Supreme		
Fairfax, Kansas	7/17	8/3
Pontiac Grand Prix		
Flint, Mich.	7/17	8/3
Chevrolet Blazer		
Chevrolet Suburban		
GMC Jimmy		
GMC Suburban		
Fort Wayne, Ind.	7/17	7/17
Chevrolet C/K pickup		
GMC Sierra		
Janesville, Wis.	7/17	8/3
Chevrolet Blazer		
Chevrolet Suburban		
Chevrolet Kodiak		
Chevrolet HD350 pickup		
GMC Jimmy		
GMC Suburban		
GMC Topkick		
GMC HD350 pickup		
Lake Orion, Mich.	6/30	8/3
Cadillac DeVille		
Oldsmobile Ninety Eight		
Lansing, Mich. (C Plant)	*	*
Buick Skylark		
Pontiac Grand Am		
Lansing, Mich. (M Plant)	*	*
Oldsmobile Achieva		
Pontiac Grand Am		
Lordstown, Ohio		
Chevrolet Cavalier	7/17	8/3
Pontiac Sunbird		
Chevrolet full-sized van	3/23	8/3
GMC full-sized van		
Moraine, Ohio	6/1	6/1
Chevrolet S10 pickup		
Chevrolet Blazer		
Chevrolet postal vehicles		
GMC Sonoma		
GMC Jimmy		
Oldsmobile Bravada		
Oklahoma City	7/17	8/3
Chevrolet Century		
Oldsmobile Cutlass Ciera		
Pontiac 6000		
Oshawa, Ontario	7/17	8/3
Chevrolet C/K pickups		
GMC Sierra		
Oshawa, Ontario (No. 1)	7/17	8/3
Chevrolet Lumina		
Oshawa, Ontario (No. 2)	7/17	8/3
Buick Regal		
Chevrolet Lumina		
Pontiac, Mich. (East)	* *	*
Chevrolet C/K pickup		
GMC Sierra		

Plant	Build-out	Job 1
Pontiac, Mich. (West)	*	*
Chevrolet S10 pickup		
Chevrolet S10 Blazer		
GMC Sonoma		
GMC S15 Jimmy		
Scarborough, Ontario	7/17	8/3
Chevrolet full-sized van		
GMC full-sized van		
Shreveport, La.	8/4	8/4
Chevrolet S10 pickup		
Chevrolet S10 Blazer		
GMC Sonoma		
GMC S15 Jimmy		
Spring Hill, Tennessee	7/17	8/92
Saturn coupe & sedan		
Tarrytown, N.Y.	7/17	8/3
Chevrolet Lumina APV		
Oldsmobile Silhouette		
Pontiac Trans Sport		
Van Nuys, Calif.	8/27	*
Chevrolet Camaro		
Pontiac Firebird		
Wentzville, Mo.	7/17	8/3
Buick Park Avenue		
Oldsmobile Eighty Eight		
Pontiac Bonneville		
Willow Run, Mich.	**	**
Buick Roadmaster wagon		
Chevrolet Caprice sedan		
Chevrolet Caprice wagon		
Olds. Custom Cruiser wagon		
Wilmington, Del.	8/92	8/92
Chevrolet Beretta		
Chevrolet Corsica		
CAMI AUTOMOTIVE INC.		
Ingersoll, Ontario	7/17	8/4
Geo Metro		
Geo Tracker		
Suzuki Swift		
Suzuki Sidekick		
DIAMOND-STAR MOTORS		
Normal, Ill.		
Eagle Summit	5/7	—
Eagle Talon	6/22	6/29
Mitsubishi Eclipse	6/22	6/29
Mitsubishi Mirage	5/7	—
Plymouth Laser	6/22	6/29
HONDA OF AMERICA MFG.		
Marysville, Ohio	9/92	9/92
Honda Accord		
East Liberty, Ohio		
Honda Accord	9/92	9/92
Honda Civic	8/92	8/92
Alliston, Ontario	8/92	8/92
Honda Civic		
HYUNDAI AUTO CANADA		
Bromont, Quebec	5/29	6/1
Hyundai Sonata		
MAZDA MOTOR MFG. (U.S.A.)		
Flat Rock, Mich.		
Ford Probe	2/7	4/16
Mazda MX-6	1/7	3/23
Mazda 626	1/7	2/24
NEW UNITED MOTOR MFG.		
Fremont, Calif.		
Geo Prizm	8/7	8/20
Toyota Corolla		
Toyota pickup	8/92	8/92
NISSAN MOTOR MFG. CO.		
Smyrna, Tenn.		
Nissan Sentra	7/31	8/3
Nissan Pickup	4/3	4/6
Nissan Altima	—	8/11
SUBARU-ISUZU AUTOMOTIVE INC.		
Lafayette, Ind.		
Subaru Legacy sedan & wagon	**	7/1
Isuzu Rodeo	**	11/23
Isuzu Pickup	**	11/16
TOYOTA MOTOR MFG. U.S.A.		
Georgetown, Ky.	9/4	9/9
Toyota Camry		
Cambridge, Ontario		
Toyota Corolla	**	**
VOLVO		
Halifax, Nova Scotia	7/20	8/17
740 Series		
940 Series		

*To be announced. **Not available.

Dealer convicted in drug case

MIAMI — A dealer in used luxury cars has been convicted of conspiracy to smuggle cocaine into the United States by using his business as a front for drug trafficking.

Ramon Puentes, 56, became a millionaire selling Ferrari, Mercedes-Benz and other big-ticket cars after coming to Miami from his native Cuba in 1967.

He was indicted three years ago on money-laundering, racketeering and conspiracy charges. But the case was scaled back to gain his extradition from Uruguay, which does not recognize racketeering charges. Prosecutors went to court solely on the conspiracy count.

Puentes faces up to 30 years in federal prison at sentencing Sept. 4 before U.S. District Judge Jose Gonzalez.

Puentes was returned to the federal Metropolitan Correctional Center, where he has been held since last September.

Puentes' son, Raymond, is on trial under the same indictment.

— *The Associated Press*

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Bottom of market sees sales rebound

Imports outpaced in subcompact sales

WILLIAM R. DIEM
Assistant Managing Editor

At the bottom of the car market, buyers are laying down their bucks and driving off the lots.

In May, when overall new-car sales were down 4.6 percent, the subcompact segment grew, albeit slightly. The *Automotive News* breakdown of market segment showed 180,289 sales in the subcompact segment, up 3.4 percent from last May.

Jeff Leestman, a spokesman for Honda North America Inc., said the recovery in subcompacts "could be a sign of the economy recovering. The consumers at that end of the spectrum are probably most affected by the recession."

Ford Motor Co. analyst Joel Pitcoff agreed. "Throughout the recession, the segments that have been hurt the most are those aimed at entry-level buyers," he said.

Pitcoff noted that the subcompact market is not as affected by program car sales to daily rental fleets as some other car segments are. Thus unsullied, the subcompact market is a good reflection of retail demand.

As in the overall market, the Big 3 are outpacing imports in subcompacts. Thanks to the mushrooming growth of Saturn, Big 3 sales in the segment were up 16.1 percent, while the imported models that have dominated for years fell 6.1 percent. Detroit had 48 percent of the segment, up from 42.8 percent a year ago.

Honda's Civic line, the top volume subcompact last May when it was running special incentives, was third this time, behind the Ford Escort and Toyota Corolla and ahead of Saturn and the Nissan Sentra.

The top five volume models account for half the segment. Year to date, all five are up from last year, in the same order as May.

Even Civic sales are ahead 95 units this year, despite the fact that Honda dealers have only Civic sedans and hatchbacks to sell. The Civic wagon, dropped after 1991, will not return. The CRX model will be replaced by the 1993 Civic del Sol late this summer, and a two-door model is likely to be added by Dec. 31.

"We haven't had a CRX in stock in probably six months, and we're usually pretty strong with them," said Dan Zeid, president of Scott Honda of Tempe, Ariz. Honda does not break out the CRX from Civic sales because they are based on the same platform, but one industry source said CRX sales were 2,400 a year ago May and 300 this year.

In Tempe, Zeid said, the low end of the Civic line "was strong in May."

In rural Michigan and suburban Detroit, multi-line dealer Sigmund Krug said, "Used cars are going great in all the stores," further indicating a revival at the entry level end of the spectrum.

He said Escort sales in Cheboygan's Krug Rivertown Ford were soft in May, but he looked for a 25 percent increase this month thanks to an incentive of $1,500 plus $500 for a first-time buyer. Cheboygan is not yet part of Ford's one-price Escort marketing program.

Ford's Pitcoff said May Escort sales were helped this year because the 1993 Escorts had been introduced, and for the first 20 days of May there were additional incentives on 1992 models.

Among other incentives, Ford offered 2.9 percent financing on 1992s, while a year earlier the best financing was 4.8 percent.

TOP 5 SUBCOMPACTS, MAY 1992

	1992	1991	Pct. change
Ford Escort	22,280	18,727	+ 18.9
Toyota Corolla	19,768	18,736	+ 5.5
Honda Civic/CRX	18,054	24,166	- 25.3
Saturn	18,031	6,832	+163.9
Nissan Sentra	14,896	13,639	+ 7.8
TOTAL 41 models	180,289	174,412	+ 3.4

IMPORTED CAR SALES, MAY & YTD

(Domestic cars not included in imported totals.)

	May 1992	May 1991	5 Mos., 1992	5 Mos., 1991
Integra	5,295	6,233	24,917	30,055
Legend	4,192	6,120	19,078	25,200
NSX	108	252	589	1,019
Vigor	1,847	1,301	6,818	1,493
ACURA	**11,442**	**13,906**	**51,402**	**57,767**
Milano	1	1	2	2
Spider	118	149	525	686
164	96	220	996	992
ALFA ROMEO	**215**	**370**	**1,523**	**1,680**
ASTON MARTIN*	**5**	**5**	**25**	**25**
S4	35	0	79	0
80	84	138	723	880
90	22	82	268	605
V8 Quattro	32	36	148	235
Coupe Quattro	1	28	53	158
100/200	386	933	3,912	2,631
100/200 Quattro	155	63	645	400
AUDI	**715**	**1,280**	**5,828**	**4,909**
3 series	3,662	2,138	13,964	9,707
5 series	1,752	1,614	7,892	7,167
635 CSI	0	2	0	6
7 series	499	482	2,209	1,771
850i	59	126	423	931
M3	6	41	61	174
M5	27	34	137	177
BMW	**6,005**	**4,437**	**24,686**	**19,933**
Geo Storm	5,354	9,455	26,228	32,158
Geo Metro (import)	1,729	1,134	6,145	5,345
Geo Metro (domestic)	*7,492*	*4,699*	*38,030*	*28,247*
CHEVROLET/GEO	**7,083**	**10,589**	**32,373**	**37,503**
Colt	1,857	2,838	8,331	10,568
Stealth	1,696	1,841	7,756	7,991
Summit (import)	1,176	786	5,641	3,263
Summit (domestic)	*738*	*753*	*2,535*	*2,829*
Vista	739	709	3,810	2,954
TC	0	97	0	678
CHRYSLER CORP.	**5,468**	**6,271**	**25,538**	**25,454**
DAIHATSU	**623**	**500**	**3,827**	**2,483**
FERRARI*	**80**	**80**	**400**	**400**
FORD Festiva	**2,241**	**3,487**	**14,819**	**16,206**
Civic/CRX (import)	5,872	7,607	25,280	28,841
Civic (domestic)	*12,182*	*16,559*	*55,579*	*51,923*
Accord (import)	5,036	5,672	28,157	36,890
Accord (domestic)	*27,723*	*33,982*	*123,631*	*130,435*
Prelude	3,373	2,452	15,754	9,895
HONDA	**14,281**	**15,731**	**69,191**	**77,626**
Excel	4,034	4,733	18,098	26,193
Sonata	1,461	1,792	5,636	8,730
Scoupe	1,993	2,712	7,605	11,845
Elantra	3,252	0	12,919	0
HYUNDAI*	**10,740**	**9,237**	**44,258**	**46,768**
M30	479	506	2,198	2,239
Q45	654	1,083	4,789	4,000
G20	1,120	1,194	5,655	5,162
J30	1,480	0	3,194	0
INFINITI	**3,733**	**2,783**	**15,836**	**11,401**
I-Mark	0	1	4	64
Impulse	535	385	2,118	1,639
Stylus	498	1,508	2,524	3,345
ISUZU	**1,033**	**1,894**	**4,646**	**5,048**
XJ6	969	360	2,788	2,455
XJS	101	165	1,097	996
JAGUAR	**1,070**	**525**	**3,885**	**3,451**
LAMBORGHINI*	**13**	**13**	**65**	**65**
ES250/300	3,002	1,739	14,565	7,916
LS400	2,176	3,465	13,081	13,835
SC400/300	1,731	0	9,863	0
LEXUS	**6,909**	**5,204**	**37,509**	**21,751**
LOTUS*	**27**	**27**	**135**	**135**
MASERATI*	**20**	**20**	**100**	**100**
323	1,003	1,468	7,476	8,453
Protege	3,824	4,964	36,320	19,313
626 (import)	28	1,243	379	8,334
626 (domestic)	*2,449*	*5,004*	*21,136*	*29,087*
MX-6 (import)	9	205	106	652
MX-6 (domestic)	*2,288*	*2,161*	*9,591*	*14,986*
MX-5 Miata	3,073	4,316	10,962	17,140
MX-3	2,540	0	11,459	0
929	1,610	1,645	9,420	6,170
RX-7	696	844	2,422	3,129
MAZDA	**12,783**	**14,686**	**78,544**	**83,191**
190 class	1,759	1,420	7,176	6,351
300 class	2,407	1,632	10,044	7,660
S class	2,015	1,718	8,248	5,821
SL Coupe/Roadster	451	800	2,184	3,571
Tourist	65	74	202	209
MERCEDES-BENZ	**6,697**	**5,644**	**27,854**	**23,612**
Tracer	2,910	2,654	16,404	18,637
Capri	1,102	1,909	6,862	7,995
MERCURY	**4,012**	**4,563**	**23,266**	**26,632**
Diamante	1,743	1,668	7,224	1,688
Mirage (import)	337	2,210	2,820	13,782
Mirage (domestic)	*526*	*1,446*	*3,732*	*7,895*
Galant	1,788	2,714	9,229	15,056
Sigma	0	18	2	110
Precis	79	77	587	1,060
3000GT	897	1,306	4,739	5,724
Expo LRV	507	0	2,128	0
Expo	693	0	3,352	0
Wagon	0	16	5	159
MITSUBISHI	**6,644**	**8,009**	**36,086**	**37,581**
Sentra (import)	4,538	1,907	20,213	8,982
Sentra (domestic)	*10,160*	*11,732*	*44,650*	*51,075*
Pulsar	0	5	0	25
NX	693	733	3,669	1,813
Stanza	6,543	5,677	22,422	27,126
Maxima	6,397	9,513	33,842	35,729
240SX/200SX	3,108	3,348	10,435	12,733
300ZX	739	1,321	3,995	5,870
Hawaii	0	264	258	638
NISSAN	**22,018**	**22,768**	**94,834**	**92,916**
PEUGEOT	**33**	**299**	**278**	**1,618**
PONTIAC LeMans	**1,466**	**3,343**	**7,606**	**14,905**
944S/Cabriolet	143	90	477	359
911 Carrera 2	118	243	737	1,035
911 Turbo	26	74	213	199
911 Carrera 4	13	54	284	323
928S4/GT	14	19	76	114
PORSCHE	**314**	**480**	**1,787**	**2,832**
ROLLS/BENTLEY	**22**	**22**	**110**	**110**
900	144	240	1,842	2,659
900S	673	489	3,233	3,428
900 Turbo	276	300	1,604	2,492
9000S	233	340	1,514	1,705
9000CD	142	214	963	1,187
9000 Turbo	44	157	557	854
Tourist	17	10	52	29
SAAB	**1,529**	**1,750**	**9,765**	**12,354**
STERLING	**0**	**196**	**0**	**1,153**
Legacy (import)	887	1,105	4,317	8,497
Legacy (domestic)	*4,316*	*3,598*	*21,879*	*17,743*
Loyale	3,667	2,380	11,733	13,678
XT/XT6	0	108	0	842
Justy	462	499	1,745	3,385
SVX	246	562	1,561	1,976
SUBARU	**5,262**	**4,992**	**19,356**	**28,402**
Swift (import)	549	443	2,437	1,856
Swift (domestic)	*34*	*119*	*106*	*24,278*
SUZUKI	**549**	**443**	**2,437**	**1,856**
Corolla (import)	5,524	5,776	30,945	30,065
Corolla (domestic)	*14,244*	*12,960*	*54,552*	*46,332*
Paseo	3,753	1,251	16,800	1,251
Tercel	8,353	10,222	40,109	44,658
Celica	3,364	8,251	17,839	31,176
Supra	94	330	564	1,547
Camry (import)	4,514	5,669	30,267	28,315
Camry (domestic)	*17,953*	*20,733*	*84,769*	*74,078*
Cressida	315	907	1,531	4,340
MR2	539	1,113	2,778	5,205
TOYOTA	**26,456**	**33,519**	**148,833**	**148,557**
Cabriolet	914	586	3,648	2,457
Corrado	331	529	1,594	2,808
Jetta	3,347	4,677	12,957	15,992
Golf/GTI	984	1,560	5,131	5,918
Passat	902	1,301	4,622	6,805
Fox	655	1,221	4,515	6,661
VOLKSWAGEN	**7,133**	**9,875**	**32,467**	**40,841**
240 series	3,070	3,063	10,785	14,143
700 series	1,395	2,597	7,417	12,563
940 series	2,276	1,020	11,396	5,412
Tourist	67	54	149	126
VOLVO*	**6,808**	**6,734**	**29,747**	**32,244**
YUGO	**0**	**116**	**1,412**	**1,884**
IMPORT TOTAL	**172,829**	**192,897**	**836,428**	**856,613**

*Estimate * Includes units produced in Canada*

Compiled by Karen Detkowski

Sales per dealer rise despite market drop

Majority of makes post increases

KAREN DETKOWSKI
Staff Statistician

More than half of all franchises showed increases in May over April in the average number of vehicles sold by each dealer.

Although overall May sales did not exceed the year-ago month's sales, they were in line with earlier 1992 sales periods.

May had 25 selling days compared to 26 in April.

According to *Automotive News* sales-per-dealer calculations, eight of the top 10 makes reported increases in May. The largest was for Saturn franchises, which had an average eight-unit increase. Sales remained strong for the newest U.S. make.

Volvo dealers also fared better in May, selling an average of six more units than in April.

Infiniti dealers sold an average of five more units from a month ago, moving them up three places in the ranking. The division's dealers attribute their increases to the J30 launch and two first-place rankings in recent surveys by J.D. Powers and Associates.

Toyota dealers' average rose five units from April to May.

Mazda dealers took the biggest hit in May as their car and truck sales per dealer average declined 17 units from April's average.

Mitsubishi dealers' average dropped 7 units.

Dealer averages for 11 makes decreased and five makes remained even with April sales-per-dealer calculations.

U.S. CAR AND LIGHT-TRUCK SALES PER DEALER

Make	Car	Truck	May Total	Apr. Total
Saturn	119	—	119	110
Toyota	49	19	68	64
Honda	56	—	56	54
Lexus	56	—	56	53
Ford	24	29	53	51
Infiniti	45	—	45	40
Chevrolet	20	22	43	41
Nissan	29	11	40	41
Acura	38	—	38	35
Mazda	20	8	28	45
Dodge	9	18	27	26
Mitsubishi	22	4	26	32
Hyundai	25	—	25	24
Pontiac	19	1	20	18
Volvo	17	—	17	11
Mercedes	16	—	16	15
Isuzu	2	15	16	14
Buick	16	—	16	15
BMW	16	—	16	15
Jeep	—	15	15	14
Subaru	13	—	13	11
Plymouth	6	7	13	13
Mercury	13	—	13	13
Cadillac	13	—	13	11
Oldsmobile	12	1	12	14
GMC	—	12	12	13
VW	10	0	10	7
Jaguar	8	—	8	6
Lincoln	7	—	7	8
Suzuki	2	5	7	7
Chrysler	4	1	5	4
Saab	5	—	5	8
Daihatsu	3	1	4	5
Eagle	3	—	3	3
Range Rover	—	3	3	4
Audi	2	—	2	4
Porsche	1	—	1	1
Alfa Romeo	1	—	1	2

DOMESTIC AND IMPORTED CAR & LIGHT-TRUCK INVENTORIES

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Units	Days' Supply June 1, 1992	Days' Supply May 1, 1992
ALFA ROMEO (imp.)	1,000	116	84
Acura (imp.)	35,100	77	103
Domestic car	108,300	69	72
Imported car	68,800	120	108
Honda	177,100	82	91
AMERICAN HONDA	212,200	81	94
BMW (imp.)	14,900	62	61
Summit	5,300	255	293
Talon	9,900	95	92
Premier	400	52	81
Wrangler (trk.)	13,700	56	92
Cherokee (trk.)	27,100	69	65
Grand Wagoneer (trk.)	8,000	31	36
Comanche (trk.)	1,200	85	98
Total Jeep-Eagle	15,700	118	86
Total Jeep-Eagle (imp.)	6,500	138	151
Total Jeep-Eagle (trk.)	50,000	55	66
Laser	10,000	109	121
Sundance	15,900	69	67
Acclaim	15,100	49	52
Voyager (trk.)	40,000	46	61
Total Plymouth	40,900	65	67
Total Plymouth (trk.)	40,800	46	61
LeBaron A	6,500	67	70
LeBaron J	11,900	87	75
Fifth Avenue	6,200	56	50
Imperial	1,500	86	95
New Yorker	3,000	67	72
Town & Country (trk.)	1,800	23	42
Total Chrysler	29,000	71	67
Total Chrysler (cnp.)	16,000	154	165
Total Chrysler (trk.)	1,000	23	42
Shadow	17,600	59	56
Monaco	300	73	76
Daytona	4,700	89	88
Spirit	14,800	65	66
Dynasty	8,700	40	38
Vans (trk.)	15,300	72	69
Ram Wagon (trk.)	1,800	17	24
Caravan (trk.)	41,100	41	49
Caravan C/V (trk.)	1,400	42	38
Ram 50 (imp. trk.)	4,000	246	291
Ramcharger (trk.)	700	44	76
Dakota (trk.)	35,200	75	75
Pickups (trk.)	22,700	79	75
Total Dodge	48,100	58	56
Total Dodge (imp.)	8,700	128	153
Total Dodge (trk.)	122,900	57	62
Total domestic car	131,700	67	67
Total imported car	31,184	143	158
Total domestic truck	213,800	54	62
CHRYSLER CORP.	376,700	68	67
Imported car	600	24	24
Imported truck	200	19	19
DAIHATSU	800	23	22
Escort	69,800	88	84
Mustang	21,100	60	54
Tempo	31,100	40	38
Taurus	57,000	53	54
Thunderbird	17,200	61	62
Probe	14,500	64	79
Crown Victoria	26,300	71	71
Vans (trk.)	43,500	107	87
Aerostar (trk.)	28,400	41	40
Club Wagon (trk.)	5,200	44	35
Ranger (trk.)	85,600	86	89
Bronco (trk.)	5,700	65	42
Explorer (trk.)	58,800	55	61
Pickups (trk.)	141,300	85	83
Total Ford Div.	237,900	81	88
Total Ford Div. (imp.)	11,500	128	123
Total Ford Div. (trk.)	368,500	74	73
Topaz	15,700	61	55
Sable	21,200	50	53
Cougar	14,300	75	75
Grand Marquis	22,800	76	84
Total Mercury	74,000	83	95
Total Mercury (imp.)	16,100	100	82
Continental	7,700	70	72
Town Car	17,200	43	42
Mark VII	2,300	134	163
Total Lincoln	27,200	51	52
Total L-M Div.	101,200	60	61
Total domestic car	338,200	61	61
Total imported car	27,600	118	97
Total domestic truck	368,500	74	83
FORD MOTOR CO.	734,300	66	67
Skylark	15,600	95	105
Century	15,900	37	39
Regal	26,000	75	76
LeSabre	25,700	56	46
Roadmaster	14,400	105	116
Reatta	100	167	172
Park Avenue	20,700	106	108
Riviera	3,800	91	92
Total Buick	122,200	80	88
Allante	1,200	133	139
Seville	10,300	83	72
DeVille	19,100	43	50
Brougham	6,400	154	177
Eldorado	12,300	133	132
Total Cadillac	49,300	80	78
Geo Prizm	23,300	94	97
Cavalier	48,500	60	62
Camaro	13,800	54	54
Corsica-Beretta	24,000	38	41
Lumina	54,600	67	65
Caprice	21,700	71	65
Corvette	5,400	69	65
Vans (trk.)	43,800	149	161
Sportsvan (trk.)	900	25	44
Geo Tracker (trk.)	13,600	95	109
Astro (trk.)	34,000	66	85
Lumina APV (trk.)	11,900	69	74
S10 (trk.)	62,600	92	107
S10 Blazer (trk.)	37,400	67	85
Blazer (trk.)	3,800	63	46
Suburban (trk.)	4,700	25	29
Pickups (trk.)	125,800	82	84
Total Chevrolet	191,300	56	56
Total Chevrolet (imp.)	69,000	244	222
Total Chevrolet (trk.)	339,500	81	91
Achieva/Calais	24,900	81	71
Cutlass Ciera	23,000	49	46
Cutlass Supreme	21,200	54	55
Eighty Eight	27,000	105	84
Ninety Eight	16,200	123	124
Toronado	2,500	161	174
Silhouette (trk.)	4,300	83	58
Bravada (trk.)	3,000	67	76
Total Oldsmobile	114,000	71	70
Total Oldsmobile (trk.)	7,300	76	64
Sunbird	15,100	58	60
Firebird	7,000	77	78
Grand Am	30,300	38	42
Pontiac 6000	0	0	68
Grand Prix	20,000	46	40
Bonneville	27,200	79	79
Trans Sport	7,000	55	46
Total Pontiac	98,800	51	54
Total Pontiac (imp.)	5,700	97	89
Total Pontiac (trk.)	7,900	56	48
Vans (trk.)	18,700	153	179
Safari (trk.)	14,200	85	82
S15/Sonoma (trk.)	15,900	99	105
S15 Jimmy (trk.)	11,900	81	96
Jimmy (trk.)	2,600	134	129
Suburban (trk.)	4,400	65	68
Pickups (trk.)	45,900	98	88
Total GMC (trk.)	113,600	97	97
Total Saturn	23,400	36	37
Total domestic car	630,800	59	60
Total imported car	74,700	210	198
Total domestic truck	466,400	84	91
GENERAL MOTORS	1,141,700	69	66
HYUNDAI (imp.)	24,900	58	60
Imported car	3,300	80	91
Truck (dom./imp.)	44,200	128	167
ISUZU	47,500	123	156
JAGUAR (imp.)	1,800	42	86
Domestic car	14,100	40	36
Imported car	35,300	69	38
Truck (dom./imp.)	25,900	86	86
MAZDA	75,300	75	47
MERCEDES-BENZ (imp.)	9,100	34	39
Domestic car	23,500	65	64
Imported car	39,500	163	200
Imported truck	10,600	149	140
MITSUBISHI	73,600	146	118
Infiniti (imp.)	9,400	56	65
Domestic car	37,700	96	101
Imported car	85,100	97	115
Truck (dom./imp.)	35,100	77	85
Nissan	175,300	100	96
NISSAN MOTOR CORP.	183,700	96	93
PEUGEOT (imp.)	40	36	60
PORSCHE (imp.)	1,800	127	128
RANGE ROVER (imp. trk.)	800	60	90
SAAB (imp.)	1,500	25	30
Domestic car	29,700	154	159
Imported car	23,400	111	199
SUBARU	53,100	130	176
Car (dom./imp.)	2,300	105	156
Truck (dom./imp.)	5,900	90	115
SUZUKI	8,200	93	124
Lexus (imp.)	5,300	19	26
Domestic car	29,100	26	32
Imported car	44,400	42	45
Imported truck	40,000	44	40
Toyota	113,500	35	34
TOYOTA MOTOR SALES	118,000	34	34
Audi (imp.)	5,600	106	122
Volkswagen (imp.)	32,500	114	161
Volkswagen (trk.)	500	202	66
VW&A	38,100	121	146
VOLVO (imp.)	16,000	62	100
Domestic car	1,312,500	61	62
Imported car	204,000	88	99
TOTAL CAR	1,907,000	65	68
Domestic truck	1,040,700	72	77
Imported truck	130,000	83	81
TOTAL TRUCK	1,229,200	75	77
TOTAL STOCK	3,137,100	68	72

Vehicles stockpiles thin in May

LINDSAY CHAPPELL
Staff Reporter

Inventories of both domestic and import cars continued dropping last month, from a 72-day supply on May 1 to a 68-day supply on June 1.

The supply of domestic cars fell slightly from 62 days in May to 61 days in June. Import inventories fell from 89 days to 86 days during the period.

Import truck inventories rose slightly. An 81-day supply existed on May 1, and an 83-day supply on June 1.

While Ford Motor Co. remained relatively stable with an inventory of 66 days, down from 67 days a month earlier, General Motors inventory increased from 60 days in May to 69 days in June.

Chrysler Corp. inventory fell from 67 days to 60 days, primarily because of lower domestic truck inventories. GM's change was due largely to increased inventories of its imported cars.

Mitsubishi Motor Sales of America Inc. retained an inventory of 145 days on June 1, up from 118 days on May 1. Subaru of America saw its inventories decline during the period, from 176 days in May to 139 days in June.

Volkswagen of America also decreased its inventories, from 145 days in May to 121 days this month.

Volvo Cars of North America Inc., which last month had a 109-day supply of cars, dropped to a 62-day supply this month.

The supply of Ford vans increased from May's 87-day supply. On June 1, the category showed a 107-day supply. Overall, Ford's truck sales resulted in reduced inventories. In May, the trucks showed an 83-day stock, while in June the inventory fell to a 74-day stock.

Flat Rock denies Mazda request for tax break

DAVID BARKHOLZ
Crain News Service

In a rare small-town rebuff to a Japanese transplant automaker, Flat Rock, Mich., has rejected a request by Mazda Motor Manufacturing (USA) Corp. for a tax abatement on $105 million in new investment at its assembly plant there.

The abatement would have cut Mazda's local tax bill by $800,000 in fiscal 1993 and by $1.6 million in 1994, a plant spokeswoman said.

The Flat Rock City Council voted against the 12-year, 50 percent abatement proposal. Mayor Richard Jones, who voted to deny the request, said residents had sacrificed enough in granting Mazda a 12-year, 100 percent abatement in 1985 on the original $550 million invested to build the plant.

Plant spokeswoman Nancy Hennigar said the denial imposes a punitive tax rate on Mazda and could deter future investment there. She said Mazda will not appeal the decision.

As a result of the vote, Mazda will pay $8 million in local taxes by 1994, rather than the $6.4 million it would have paid under the rejected plan.

Mazda, which recently sold 50 percent of the plant to Ford Motor Co., sought the abatement on $105 million of the $185 million it is investing for model changeovers and tooling for a right-hand-drive Ford Probe for export, Hennigar said.

The factory builds the Probe and the Mazda MX-6 and 626.

Jones said he voted against the abatement because city residents deserved some payback for the $450,000 in infrastructure work that Flat Rock provided to attract Mazda.

The 100 percent abatement granted to Mazda in 1985 forced Flat Rock to obtain a subsidy from the state to avoid raising local taxes, he said.

Flat Rock's population is 8,000. The Mazda factory employs 3,500.

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CANADA'S MID-SIZED SALES LEADERS

Based on model year sales

Model	10/91-5/92	10/90-5/91	Pct. change
Honda Accord	18,579	24,387	-23.8
Toyota Camry	15,991	9,067	76.4
Ford Taurus	15,922	13,191	20.7

New Taurus, Camry nip at Accord's heels

JEREMY SINEK
Staff Correspondent

TORONTO — The new 1992 Toyota Camry and revised Ford Taurus have been snipping at the heels of mid-sized car sales leader Honda Accord.

So far this model year, the Camry (15,991) and Taurus (15,922) are running neck and neck, with the Accord (18,579) clearly in their sights.

After eight months of the model year, Toyota has boosted Camry sales 76.4 percent and sold more Camrys than it did in all of model year 1991 (14,386). Accord sales, meanwhile, have slipped 23.8 percent.

The close race comes after the Accord easily led in the 1990 and 1991 model years. In those years, more Accords were sold than Tauruses and Camrys combined.

Ford of Canada spokesman John Jelinek said the Taurus hasn't been subject to any special promotions in Canada. But the car has benefitted from Ford's push to re-establish Taurus as the top-seller in the United States.

"A lot of border TV stations are showing a lot of commercials for Taurus, (and) we're getting some incremental benefit," he said.

Honda Canada doesn't seem fazed by the gaining competition.

"If you look at the performance of Honda through the entire recession, when it was straight up it was obvious eventually there would have to be some form of correction," said spokesman Dennis Manning.

Taurus outsold both Japanese nameplates last January and again in May. Camry led the segment in October and December and placed second behind the Taurus in May. The Accord was on top in November and February through April.

CANADIAN CAR AND TRUCK SALES

MAY 1992

	May 1992	May 1991	5 mos. 1992	5 mos. 1991
BMW (imported car)	449	426	1,825	1,656
N.A. car	7,488	10,795	33,330	44,550
Imported car	2,152	1,911	10,261	8,406
N.A. truck	10,607	9,700	45,775	41,360
Imported truck	73	143	345	560
CHRYSLER	20,320	22,549	89,711	94,876
N.A. car	14,451	15,009	54,145	59,625
Imported car	882	823	3,409	3,477
N.A. truck	10,205	10,879	45,217	42,024
FORD	25,538	26,711	102,771	105,126
N.A. car	26,045	33,718	105,683	118,785
Imported car	942	1,942	4,868	5,928
N.A. truck	12,197	14,583	54,531	59,535
Imported truck	266	418	1,537	2,006
GM	39,450	50,661	166,619	186,254
N.A. car	2,260	3,245	11,501	10,398
Imported car	6,083	9,758	24,860	34,977
HONDA	8,343	13,003	36,361	45,375
N.A. car	637	499	1,736	2,178
Imported car	1,611	1,705	6,006	7,159
HYUNDAI	2,248	2,204	7,742	9,337
JAGUAR (imported car)	66	75	255	381
Imported car	49	56	306	298
Imported truck	23	14	111	77
LADA	72	70	417	375
LAND ROVER (imported truck)	18	9	54	57
N.A. car	314	951	1,145	2,748
Imported car	4,724	3,055	17,564	13,468
Truck*	2,539	3,197	9,225	9,851
MAZDA	7,577	7,203	27,934	25,067
MERCEDES-BENZ (imported car)	348	409	1,431	1,539
N.A. car	923	961	4,932	3,416
Imported car	1,996	2,373	9,090	9,117
Truck*	897	1,227	4,486	5,265
NISSAN	3,816	4,561	18,508	17,798
PEUGEOT (imported car)	8	21	10	69
SUBARU (imported car)	633	861	3,014	3,749
N.A. car	1	178	94	572
Imported car	254	506	3,413	2,391
N.A. truck	431	559	1,640	1,679
Imported truck	150	337	1,026	1,738
SUZUKI	836	1,670	6,173	6,380
N.A. car	240	2,515	6,325	9,180
Imported car	8,334	6,103	25,295	22,366
Imported truck	1,443	2,291	6,128	8,482
TOYOTA	10,017	10,909	37,748	40,028
Imported car	3,474	3,737	12,624	14,709
Imported truck	210	135	524	349
VOLKSWAGEN	3,684	3,872	13,148	15,058
N.A. car	158	188	596	856
Imported car	319	319	1,189	1,171
VOLVO	477	507	1,787	2,027
N.A. car	52,517	68,059	219,489	252,308
Imported car	32,301	34,170	125,420	130,796
TOTAL CAR	84,818	102,229	344,909	383,074
N.A. truck	33,440	36,721	147,163	144,798
Imported truck	5,611	7,771	23,436	28,385
TOTAL TRUCK	39,051	43,492	170,599	173,183
TOTAL CANADA SALES	123,869	145,721	515,508	556,257

*Includes Passport and Saab sales.
**Break down of N.A.-built and imported sales not available.
NOTE: N.A. sales are cars and trucks built in the United States and Canada.
Source: Automotive News Data Center and Assn. of Int. Automobile Mfrs. of Canada

Canada importers pan content boost

STEVE MERTL
Special Correspondent

VANCOUVER, British Columbia — Canada's auto industry would be hurt by higher local content rules, says the group representing the country's importers and transplant manufacturers.

A 65-page report from the Association of International Automobile Manufacturers of Canada asserts that increasing the 50 percent minimum of North American made parts required under the 1989 U.S.-Canada Free Trade Agreement could jeopardize future investment by foreign carmakers.

Higher local content rules would make the existing industry inefficient and uncompetitive, says the report's author, automotive consultant Dennis DesRosiers of Toronto.

Now is not the time to put obstacles in the way of efficient production, especially with long-term demand for motor vehicles leveling off in North America, DesRosiers said in a phone interview from Toronto. Foreign producers will simply set up somewhere else, he said.

"Where you see high content, you see an inefficient auto industry," DesRosiers said, citing countries such as Brazil and Australia.

Concern has been triggered by negotiations toward a North American free-trade agreement covering Canada, the United States and Mexico. Negotiators are reportedly close to agreeing on a 60 percent North American content threshold.

Higher levels, coupled with a Canadian tariff structure that discriminates against overseas companies, could cap investment in new Canadian plants, association president Donald McArthur said.

McArthur noted that Japanese companies with plants in Ontario — Honda, Toyota and Suzuki (in the CAMI joint venture with General Motors) — built plants because the government rebated import duties on parts. But the remission program will be phased out by 1994 as part of the U.S.-Canada Free Trade Agreement.

"Under the free-trade agreement, certain things were traded away that very severely damaged the possibility of continued investment in Canada by these international automobile companies," McArthur said.

"The NAFTA discussions . . . could be neutral for our segment of the industry, could be positive or there could be further deterrence put in the way of investment in Canada."

Besides holding firm on content, the association, which has 16 member companies, wants Canada to cut its 9.2 percent tariff on imported vehicles and parts to the same level as the United States, said McArthur. American duties of 2.5 percent for passenger cars and between zero and 3.1 percent for parts make the United States a more attractive location for new plants, the report says.

DesRosiers said Canadian negotiators at the trade talks know the implications of higher content levels but may agree to them as the price of inclusion in a North American pact. The government is interested in the Mexican market's long-term potential for Canadian exports, but mostly it wants to protect gains Canada made in the 1989 free-trade deal.

The report notes that import auto companies employ 52,000 people in Canada, including 6,000 directly in car manufacturing, and paid-out $1.7 billion Canadian in salaries last year.

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Big 3 to cut emissions at plants in Canada

JEREMY SINEK
Staff Correspondent

TORONTO — The Canadian subsidiaries of the Big 3 and the governments of Canada and Ontario have signed an agreement to voluntarily reduce toxic emissions from auto plants.

The Automotive Manufacturing Pollution Prevention Project echoes a similar project created in the United States last year. That effort involves the EPA, the Motor Vehicle Manufacturers Association and the Michigan Department of Natural Resources.

The Canadian document states that the parties "will voluntarily develop and implement pollution prevention plans" as part of the government's pollution prevention initiative.

The U.S. version defined a list of 65 target substances. The Canadian governments will create their own hit list.

Another difference is that the Canadians have established a joint industry-government task force to define terms of reference, develop an implementation plan, monitor progress and verify reductions. The task force will operate for two years.

G. Yves Landry, president and chief executive of Chrysler Canada and chairman of the Canadian MVMA, said plans call for the United States and Canadian programs to merge "into a true bilateral U.S.-Canada auto sector pollution program having consistent requirements on both sides of the border."

Both programs share a common focus of preventing pollution at the source and will be handled on a plant-by-plant basis.

Environmentalists have criticized the program for lack of specific targets or enforceability. But "flexibility should not be construed as lack of accountability," Landry said.

24 applicants seek electric car grants

WASHINGTON — Federal officials have begun evaluating 24 applications from businesses and government units seeking to share $12 million in grants for development of electric vehicles.

The Federal Transit Administration, part of the Department of Transportation, expects to award the grants by September, said Steven Barsony, director of the administration's Office of Engineering Evaluations. At least three grants will be awarded.

The grants are aimed at speeding development of the zero-emission cars mandated in California beginning in 1998, Barsony said. New York is in the process of adopting similar emission rules. Another 11 Northeast states and the District of Columbia are considering adopting California standards.

The federal grants, to be matched by private or state funds, are also intended to encourage the transfer of defense industry jobs to transportation.

— *Max Gates*

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European car sales slide 5.4 percent in May

DIANA T. KURYLKO
Staff Reporter

FRANKFURT — Weighed down by a continuing slide in Germany, European passenger-car sales in May fell 5.4 percent from a year earlier.

The 16.1 percent drop in Germany, Europe's biggest market, dragged down the sales of five of the six biggest European makers.

According to *Automotive News* estimates, May sales in the 17-nation market declined to 1.19 million cars from 1.26 million a year earlier. For the first five months of 1992, sales were 6.29 million, virtually unchanged from last year's 6.27 million.

The 16.1 percent fall in German sales last month was the fifth consecutive year-to-year drop and the biggest of the year. Analysts expect the German market to drop even more dramatically in the coming months.

"When a market hits a peak, it has to weaken sharply," said Edmund Chew, who follows the industry for DRI/Europe.

"We had a few strong months but we should be entering '93 on a strong downward trend."

According to Chew, the decline in German demand will be felt the most by French and Italian marques. Fiat, Renault and Peugeot all posted strong gains in Germany in the post-reunification buying frenzy.

Analysts said that other countries — particularly Italy, Spain, France and the United Kingdom — are not picking up as quickly as expected and are not likely to counterbalance weaker German sales.

Volkswagen AG was the only one of Europe's six top-volume makers to report a sales upturn in May. The company's European sales rose 2.7 percent to 212,200 units, yielding a 17.8 percent share of the 17-nation market.

Although VW is highly dependent on Germany, the popularity of the new Golf limited its decline there to 8 percent. Also in Germany, Ford fell 26 percent; General Motors was down 19 percent; Fiat was off 36 percent; and Renault fell 28 percent.

Throughout Europe, GM sales fell 7.4 percent in May to 143,200. Analysts attributed the decline to GM's heavy reliance on Germany.

GM sales rose 15 percent in Britain, however, pushing the company to 18 percent of that market — only two points behind market-leader Ford.

But Ford sales in all of Europe slid 14.5 percent in May to an estimated 131,600.

Gainers in May included BMW, up 3.5 percent, largely because of the popular new 3 series; Rover, with a 2.1 percent increase; and Volvo, up 8.2 percent.

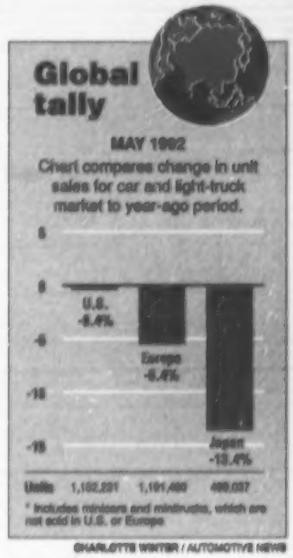
NEW-CAR SALES BY COUNTRY IN EUROPE

Country	5 mos. 1992	% change vs. 1991
Germany	1,833,600	– 7.3
Italy	1,238,000	7.1
France	850,500	– 1.0
United Kingdom	666,200	– 5.3
Spain	452,100	21.9
Belgium-Lux.	280,600	14.8
Netherlands	254,000	– 5.6
Austria	159,700	9.8
Switzerland	144,700	– 2.0
Portugal	126,500	32.6
Sweden	76,700	– 7.3
Greece	65,700	0.6
Denmark	42,200	6.8
Ireland	36,100	– 7.4
Finland	34,700	– 25.7
Norway	25,400	11.9
TOTAL	6,286,700	0.3

EUROPEAN SALES BY MANUFACTURER

Manufacturer	5 mos. 1992	% share[1]	5 mos. 1991	% change
Volkswagen[2]	1,078,300	17.2	1,024,900	5.2
Fiat Auto[3]	806,000	12.8	824,300	– 2.2
General Motors[4]	757,000	12.0	771,100	– 1.8
Peugeot S.A.[5]	741,500	11.8	707,400	4.8
Ford[6]	722,900	11.5	760,000	– 4.9
(Jaguar)	4,800	0.1	5,800	– 17.2
Renault	661,800	10.5	617,300	7.2
Nissan	202,500	3.2	205,700	– 1.6
BMW	200,800	3.2	173,600	15.7
Mercedes-Benz	195,400	3.1	210,500	– 7.2
Toyota	146,700	2.3	163,200	– 10.1
Rover	133,800	2.1	163,400	– 18.1
Mazda	124,900	2.0	133,800	– 6.7
Volvo	99,600	1.6	94,400	5.5
Honda	78,800	1.3	74,900	5.2
Mitsubishi	73,000	1.2	85,900	– 15.0
Suzuki	46,600	0.7	45,800	1.7
Lada	41,000	0.7	43,700	– 6.2
Subaru	25,300	0.4	25,100	0.8
Saab	23,000	0.4	23,500	– 2.1
Daihatsu	21,700	0.3	23,900	– 9.2
Skoda	20,700	0.3	21,000	– 1.4
Others	85,400	1.4	71,700	19.1
TOTAL	6,286,700	100.0	6,265,100	0.3

1 Does not add to 100 because of rounding.
2 Includes Volkswagen, Audi and Seat brands.
3 Includes Fiat, Alfa Romeo and Lancia.
4 Includes Opel, Vauxhall, GM—U.S. and Isuzu; excludes Saab.
5 Includes Peugeot and Citroen.
6 Includes Jaguar.



CHARLOTTE WINTER / AUTOMOTIVE NEWS

GMAC

McNamara scandal prompts shakeup

continued from PAGE 1

"He is an outstanding individual and will be missed," said Green. "I don't think it is fair to remove a president unless you can directly tie the problem to the head of the company. I don't think this is the case."

John Rines was promoted to GMAC president and chief operating officer, replacing Lovejoy. He was previously general manager of GM's Motors Holding division.

In December, GM began the internal probe to find out if New York dealer John McNamara, 52, had any inside help. McNamara is accused of bilking GMAC of $436 million in what has been described by federal prosecutors as the biggest "Ponzi scheme" ever perpetrated.

McNamara, who owned McNamara Buick-Pontiac-GMC in Port Jefferson, N.Y., is alleged to have set up a massive phony export operation that evaded detection by GMAC for nearly three years.

All told, GMAC loaned McNamara $4.5 billion since 1988 on vehicles the company believed were being shipped overseas. But the vehicles never existed.

GMAC said that beside holding its officials accountable for their actions, it also is setting up new procedures intended to keep frauds of this type from happening again.

Moreover, a senior executive will be named to fill the newly created position of GMAC vice president for major credit exposures. The executive's responsibility will be to manage unusual financing activities and large accounts, with their corresponding larger risk.

GMAC will beef up its procedures for handling financing activities outside the company's usual business of retail and wholesale financing of vehicles, Barrett said. He said that an internal investigation showed there was no problem with the control and operating procedures used for GMAC's core business.

GMAC is strengthening procedures on vehicles for export, financing for van conversions in inventory and large loans, Barrett said. He would not describe the new procedures, saying they are proprietary.

GM said the new procedures and many retirements and reassignments will not interrupt GMAC's work. The program "will have no impact on GMAC's vigorous extension of credit in its core business activities," the company said.

Although all of the announced retirements were voluntary, they "coincided with the McNamara case," said Terrence Sullivan, newly appointed vice president of corporate communications for GMAC. Sullivan had been manager of media relations for GM.

Most of the GMAC executives declined comment or were on vacation when GM made the announcement Thursday.

Sam Ballou, 47, manager of the Burlington, Vt., branch, is one who will be reassigned. He had been an assistant branch manager at Smithtown, N.Y., which handled the McNamara account.

"I wish life could be easier sometimes and we had crystal balls," Ballou said.

GM also said disciplinary action will be taken against other GMAC executive office employees and "numerous employees" at the Smithtown branch.

The automaker declined comment on how many other employees will be disciplined.

Sullivan said disciplinary actions include demotions, reprimands, salary reductions and reassignments.

Meanwhile, McNamara will forfeit more than $400 million to settle his debts under an order signed by a federal judge in May. McNamara, who did not oppose the order, still faces criminal charges and is the subject of grand jury investigations. He is free on $300 million personal bond.

Rundown of GMAC personnel moves

Here is a list of the personnel moves resulting from the McNamara scandal. People who were disciplined had direct or indirect responsibility for the McNamara account while the alleged fraud occurred.

DISCIPLINED:

■ William Lovejoy, 51, president and chief operating officer.
Status: On special assignment. He turns 52 in September, when he may be eligible for retirement.

■ George Fenner, 58, executive vice president and chief financial officer.
Status: Retiring.

■ Gene Whitlinger, 58, executive vice president of GMAC North American Operations.
Status: On special assignment pending retirement Sept. 1.

■ Harry Yergey, 55, area vice president for the Eastern United States and Canada.
Status: Retiring.

■ Peter Van Cott, 56, area vice president for the Western United States (formerly for the Eastern United States and Canada.)
Status: Retiring.

■ Lou Philps, 43, manager of GMAC's Smithtown, N.Y., branch office.
Status: To be reassigned.

■ Marge DeCorso, 52, manager of the Westboro, Mass., branch (former manager of the Smithtown branch).
Status: To be reassigned.

■ Samuel Ballou, 47, manager of the Burlington, Vt., branch (former assistant manager of the Smithtown branch).
Status: To be reassigned.

APPOINTED:

■ John Rines, 44, president and chief operating officer.
Was: General manager of GM's Service Parts Operations. Earlier jobs included senior financial officer in Brazil and general manager of GM's Motors Holding Division.

■ John Finnegan, 43, executive vice president and chief financial officer.
Was: Assistant treasurer of GM in New York responsible for worldwide banking relations and overseas financing activity. Previous posts include director of GMAC strategic planning in Detroit and vice president of finance for GMAC Mortgage Corp. in Philadelphia.

■ John Gibson, 49, group vice president of GMAC North American Operations.
Was: Investment manager at GM's Motors Holding Division.

■ Richard Clout, 43, group vice president of GMAC International Operations. Was: Vice president of International Operations.

■ Dieter Nicodemus, 52, vice president for Europe.
Was: Regional manager for Europe.

■ Jack Barrett, 54, GMAC area vice president for the Eastern United States and Canada.
Was: Director of GMAC corporate communications.

■ Terrence Sullivan, 41, vice president of GMAC corporate communications.
Was: Manager of media relations for GM.

■ Henry Davis, 50, area vice president for the Western United States.
Was: vice president for staff administration for GMAC.

■ Joseph Taylor, 49, vice president of staff administration.
Was: Regional manager for the Atlanta (East) region.

■ Joseph McPartlin, 55, vice president for SmartLease and special financing.
Was: Director of retail leasing.

■ Frederick Henderson, 33, group vice president for finance.
Was: Vice president for finance.

■ Robert Folbigg, 55, head of internal audit staff. He has a mandate to expand and upgrade the staff's capability.
Was: GMAC comptroller.

■ Gerald Gross, 51, comptroller.
Was: Assistant comptroller.

■ David Knipper, 50, assistant comptroller.
Was: Head of GMAC internal audit staff.

LOTUS

Elan two-seater was short-lived

continued from PAGE 1

ish luxury sports car maker and engineering firm. Lotus had hoped to sell 600 of the two-seat Elan convertibles in the United States last year. Only 300 were sold. When the car was conceived, Lotus anticipated worldwide sales of 3,000 a year.

The Elan will continue to be sold in the United States and other markets "for some time" until inventories are exhausted, sources said.

The Elan's demise would leave Lotus' 60 U.S. dealers with only the $87,000 Esprit Turbo SE. Only 150 Esprits were sold last year.

According to sources, Lotus also will announce plans today to freshen the Esprit Turbo.

A Lotus spokesman declined to comment on the Elan's future but said the company will make a "product announcement" today.

"We have a product announcement — a revision of manufacturing plans for the next several years," the spokesman said. "It is not good news, (but) it is not terminally bad news."

Lotus officials will meet with dealers in the United Kingdom this morning, the spokesman said, and U.S. dealers will be informed of developments later today.

The Elans and Esprits remaining in inventories are 1991 models — Lotus skipped the 1992 model year, and had been planning for 1993 model year changes.

GM launches rebates to clear out '92s

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

TOYOTA (expires Aug. 3)

Tercel (1991-92)	0-$300, quota
Corolla (1992)	$700-$1,500, quota
Pickups	$200-1,400, quota

CONTINUING PROGRAMS

AUDI (1991 models, no expiration date)

Audi 100 and 200	$1,500
Audi 90	$1,000

Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)

750iL (1991)	$10,000

BUICK (1992 models, expires Aug. 12)

Regal	$1,500

CHRYSLER CORP. (1991-92 models; expires June 30)

Chrysler Imperial, New Yorker Fifth Avenue and Salon	$1,000-2,000, based on number sold
Dodge Dynasty	$1,000-2,000, based on number sold
Stealth	0-$1,000, based on number sold
Jeep Cherokee	$750

HONDA (1992 models, expires July 2)

Civic 4-door	$400
Accord wagon	$1,000
Other Accord	$750

ISUZU (expires June 30)

Impulse (1990-91)	$2,500
Impulse (1992)	$1,500
Impulse (1990-92, California and Southwest region)	$2,500
Stylus (1991)	$800-1,100
Stylus (1992)	$600-800
Stylus (1991, Calif.)	$800-2,000
Pickup (1990-92)	$900-1,500, based on number sold
Rodeo (1990-92)	$500-1,250, based on number sold
Trooper (1990-91)	$750

Dealer has the option of sharing rebate with buyer.

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

MITSUBISHI (1991-92 models, expires July 6)

Mirage	$500-1,000, quota
Galant	$1,000-1,500, quota
Galant VR-4	$500-3,000, based on number sold

(Galant VR-4 payments are in addition to other Galant rebates.)

Eclipse	7% of sticker, starts with second sale
Pickup	$1,000-1,500, quota

NISSAN (1992 models, expires July 6)

Stanza	$1,500-2,000
240SX (exclude convertible)	$1,300
Maxima GXE	$1,000
Sentra	$700-1,000
Pickups	$1,000-1,750

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

PORSCHE (1991 models, no expiration date. To qualify for the following rebates, dealers had to buy two cars from port stock by Jan. 17.)

911 Carrera 2, 928	$9,500
911 Carrera 4	$13,500
911 Turbo	$14,000

SUBARU (1992 models, expires Aug. 3)

Loyale	$500
Legacy (invoiced before Feb. 4)	$1,000
Legacy (invoiced after Feb. 4)	$1,500

SUZUKI (expires Aug. 3)

Swift (1992)	$400-700
Sidekick (1992)	$700-1,500
Swift (1991)	$700-1,000
Sidekick (1991)	$500-1,000

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

ARLENA SAWYERS
Staff Reporter

General Motors has begun its cleanup rebates to clear out 1992 inventory to make way for the 1993s.

With a few exceptions, GM incentives expire Sept. 23, the end of the model year.

Toyota Motor Sales U.S.A. Inc. and Mitsubishi Motor Sales of America Inc. also announced new and/or adjusted incentive programs.

Pontiac's new consumer program includes all 1992 vehicles except LeMans. The incentives range from $500 to $750 and vary by region. Alternate finance rates of 3.9 percent and 6.9 percent are offered instead of rebates.

incentive WATCH

Most **GMC Truck** customer rebates, which range from $500 to $2,000, expire at the end of the 1992 model year on Sept. 23. Through June 30, the rebate on the 1992 Sierra is $400. In lieu of rebates, 6.9 percent financing is available.

Most of the revised payments to **Oldsmobile, Buick** and **Chevrolet** buyers (*Automotive News*, June 8) also expire Sept. 23, putting them in the cleanup rebate category.

Toyota's new incentive program is based on the dealer's performance against quota.

Dealer incentives range from $700 to $1,500 on the 1992 Corolla; zero to $300 on the 1991 and 1992 Tercel; and $200 to $1,400 on the 1991 and 1992 pickups. Toyota's program expires Aug. 3.

In **Mitsubishi's** Atlanta metro market only, the dealer incentive is $1,750 on the 1991 and 1992 Eclipse and pickup and $1,500 to $1,750 on the 1991 and 1992 Galant. The Atlanta program expires June 30. Elsewhere, Mitsubishi's national program remains in effect until July 6.

Comfy seat belts are a NHTSA project

MAX GATES
Staff Reporter

WASHINGTON — Federal highway safety officials think more people would buckle up if seat belts were more comfortable.

Complaints about ill-fitting belts have increased in recent years, possibly because of greater use or changes in belt design, according to the National Highway Traffic Safety Administration.

Small women seem to have the most problems with poorly fitting belts, the agency said.

"The agency has received a number of reports that safety belts often contact children and shorter adults on the side of the neck and even on the face," NHTSA said in a notice seeking suggestions for improvement.

NHTSA has rejected previous requests for new standards, including a 1990 petition from the consumer group Motor Voters. But the 1991 transportation bill requires the agency to act on new standards by July 1994.

In December 1990, the independent National Transportation Safety Board recommended that manufacturers provide adjustable upper anchorages for the shoulder belt, at a cost about $8 per car. NHTSA liked the idea but has not acted upon it.

Rather than mandate a design for safety belts, NHTSA may create a new test standard, said Barry Felrice, chief of rulemaking. Such a standard might require that safety belts fit comfortably on test dummies representing humans varying in size.

"Manufacturers are playing around with a lot of things. We felt we shouldn't say what they've got to do," Felrice said.

Comments must be filed with NHTSA by July 28.

INCENTIVE WATCH — CUSTOMER INCENTIVES

CONTINUING PROGRAMS

CHRYSLER CORP.

Expires June 30. Finance rates in lieu of rebates are 0 to 9.9 percent.

1991-92 models

Chrysler Imperial, New Yorker Fifth Avenue	$1,500
N.Y. Salon, LeBaron sedan	$1,000
LeBaron coupe, conv. (1992)	$1,000
LeBaron coupe, conv. (1991)	$500
Dodge Monaco, Daytona (1991 only)	$1,500
Shadow, Dynasty, Spirit	$1,000
Colt 3-dr. (Northeast)	$700
Daytona (1992), Colt	$500
Dodge Ramcharger	$2,000
Ram pickup (gas)	$1,500
Ram wagon (van and conversion)	$1,000
Dakota	$750
Ram 50	$500
Eagle Premier	$1,500
Talon awd (1992)	$1,500
Other Talon (1991-92)	$1,000
Summit 4-dr. (1992)	$1,000
Other Summit (1991-92)	$500
Summit 3-dr., 4-dr. (Northeast)	$700
Jeep Cherokee	$1,500
Comanche	$750
Wrangler	$500
Plymouth Acclaim, Laser awd (1992)	$1,500
Other Laser (1991-92)	$1,000
Sundance	$1,000
Colt 3-dr., (Northeast)	$700
Colt, Col /ista	$500
All minivans (Calif., Hawaii)	$1,000
All minivans (elsewhere)	$500

FORD MOTOR CO.

1993 models

Expires June 30. In lieu of rebates, 7.9 percent financing is available.

Ford Escort	$200-400
Mercury Tracer	$200

1992 models

Expires June 30. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.

Ford Probe	$1,500
Thunderbird Sport, SC (Calif. only)	$1,500
Taurus SHO	$1,000
Other Taurus, Mustang	$500-1,000
Escort	$400-1,000
Thunderbird, Tempo, Crown Victoria, Festiva	$500
Crown Victoria (expires Sept. 23) For owners of Ford Motor products	$1,000
Ford Bronco, Econoline (RV)	$1,000
Ranger	$750-1,000
Aerostar	$500-1,000
F series	$400
Lincoln (all)	$1,500
Mercury Sable	$500-1,000
Capri	$750
Tracer	$400-1,000
Topaz, Cougar, Grand Marquis	$500
Cougar (expires June 30) for owners of Ford Motor products	$1,000
Grand Marquis (expires Sept. 23) for owners of Ford Motor products	$1,000

1991 models

Expires June 30. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.

Ford Thunderbird, Probe	$1,500
Mustang	$1,000-1,500
Festiva	$1,000
Escort	$750
Taurus SHO	$600-1,000
Other Taurus	$400-1,000
Tempo	$400
Ford Bronco, Econoline E150 RV	$1,000
Aerostar	$400-1,000
Ranger, F series, other Econoline	$400
Mercury Capri	$2,000
Sable, Cougar	$1,500
Tracer	$750
Topaz	$400

GENERAL MOTORS

1992 models

Expires Sept. 23 unless otherwise noted. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered. Some rebates vary by regions.

Buick Century, LeSabre	$250-1,000
Skylark	$500-1,250
Regal	$750-1,000
Roadmaster, Park Avenue	$1,000
Riviera	$2,000

Rebates based on option package ordered.

Cadillac (expires June 30) DeVille, Brougham	$1,500
Chevrolet Geo Metro (manual), Camaro, Corsica, Beretta, Caprice	$500
Geo Metro (automatic)	$700
Cavalier	$750
Metro conv.	$1,000
Geo Storm, Geo Prizm, Lumina	$1,500
C/K pickups (until June 30)	$400
C/K pickups (after July 1)	$300
Astro, G-Van	$500
Geo Tracker (2wd), S/T pickup, Lumina APV	$750
Geo Tracker (4wd)	$1,000
G-Van Upfit	$1,300
S/T Blazer	$2,000
GMC Sierra (expires June 30)	$400
G-Van, Safari	$500
Sonoma	$750
Jimmy (exclude Typhoon)	$2,000
Oldsmobile Silhouette, Eighty Eight	$500-1,000
Cutlass Supreme	$500-1,250
Custom Cruiser, Bravada	$500-2,000
Toronado	$500-2,500
Achieva	$750
Cutlass Ciera	$1,000
Ninety Eight	$1,500

Some rebates vary by regions

Pontiac Sunbird, Grand Am	$500
Grand Prix	$500-750
Bonneville, Firebird, Trans Sport	$750

Rebates vary by geographical areas.

1991 models

Chevrolet Geo Storm (expires Sept. 23)	$750

HYUNDAI (expires July 6)

Excel (1991)	$1,200
Excel (1992)	$500
Elantra (1992)	$1,000
Scoupe (1991)	$1,000
Scoupe (1992)	$750
Sonata (1991)	$2,000
Sonata (1992)	$1,500

MAZDA (1992 models, expires July 6)

Protege, MX-6	$1,400
626	$1,200
Navajo	$500-1,500
Pickups	$500-1,400

Navajo and pickup rebates vary by model and region.

SUBARU (1992 models, expires Aug. 3)

Loyale (fwd sedans)	$500
Loyale (awd wagons)	$500

GM seeks rules for day lights

MAX GATES
and ROGER ROWAND
Staff Reporters

Usually, the government imposes safety rules on the auto industry. Now, in a switch, federal rulemakers are answering a General Motors request on daytime running lights.

After rejecting the idea twice before, the National Highway Traffic Safety Administration is about to issue rules on the devices.

The agency won't mandate them. But by issuing rules, NHTSA will permit automakers to install daytime running lights, which are banned in one form or another in about two-thirds of the states. A federal rule would supersede those constraints.

The lights, which generally flick on as soon as a car is started, are intended to make vehicles more conspicuous. Advocates say they reduce crashes at intersections and head-on collisions caused when a passing car moves into the lane of oncoming traffic. Collisions with cyclists and pedestrians are also reduced, studies have indicated.

Sweden, which has required the lights since 1977, has reported an 11 percent reduction in daytime multiple-vehicle accidents, according to James White, head of crash avoidance standards engineering at Transport Canada in Ottawa.

Canada has mandated daytime running lights on new cars since 1989. The country has not yet measured the impact on safety, but it estimates the lights save 120 lives and prevent 11,000 injuries annually, White said.

NHTSA rejected daytime running lights in 1988, saying they don't increase highway safety and in some cases may increase hazards — if most vehicles have the lights, it is harder to spot those that do not. NHTSA also said glare from the lights can bother oncoming drivers.

But two years ago, GM pushed again, saying many of its fleet customers have requested the lights as optional equipment.

Barry Felrice, head of rulemaking at NHTSA, said manufacturers have urged NHTSA to adopt Canada's rules, but he said the agency may choose to put tighter limits on illumination levels to remove the glare problem. A half-dozen different systems are used in Canada.

GM says a national standard permitting optional running light systems would be easier than persuading states to change their laws, a move that would likely result in a patchwork of regulations.

The systems cost $10 to $40 and add $3 to $15 a year to the cost of operating a vehicle. The added costs are mainly bulb replacement and fuel consumption, which increases when alternators run full time to generate electricity for the lights.

GM estimates a fuel economy loss of 0.2 mpg with the daytime lighting. But that loss could be minimized if standardized systems could be installed in all cars, the company said.

The Insurance Institute for Highway Safety proposed NHTSA action permitting the lights in 1987 and, after the idea was rejected, proposed it again in late 1988.

NHTSA expects to have a resolution on the lights ready in August for discussion with concerned parties.

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario	†	
Toledo, Ohio	6/15, 6/22, 6/29	*
Jeep Cherokee		
Jeep Comanche		
Jeep Briarwood		
FORD		
Twin Cities (St. Paul, Minn.)		**
Ford F series		
Ford Ranger		
GENERAL MOTORS		
Janesville, Wis.	6/15	
Medium duty trucks		550
Total U.S. truck		**550**
Total units lost week of 6/15		**550**

†Plant closed for retooling until July 1992.
*Model changeover
**Plant closed until September for model changeover.
Source: Automotive News Data Center

Volvo's ads draw humor from politics

RAYMOND SERAFIN
Crain News Service

Volvo is campaigning for car buyers with a series of humorous open letters addressed to major political candidates.

"President Bush, Gov. Clinton, Mr. Perot: Here's our program to preserve family values in America," reads the headline in the first print ad that broke as a spread earlier this month in *The Wall Street Journal.*

"Vice President Quayle: What do you think of these family values?" asks the headline in a spread June 4 in *USA Today.*

Those were the opening shots in a two-month, $10 million-plus campaign touting new consumer incentives on Volvo cars, involving special lease rates or low-interest financing on purchases. Volvo Cars of North America also is offering free maintenance for three years/50,000 miles on vehicles bought or leased through the end of this month.

The campaign will include new print executions and some commercials playing off the political theme scheduled to break on spot TV, said Robert Austin, director of the importer's communications group.

Volvo will run the print ads in major market newspapers and will make the ads available for dealer use.

" 'Family Values' has been in the news a lot during the election campaign, and we wanted to capitalize on that in a tongue-in-cheek manner," Austin said. " 'Family values' is what Volvo is all about."

Ads from Messner Vetere Berger Carey Schmetterer of New York also refer to Volvo's reputation for safety, with features such as antilock brakes, driver-side airbag, energy absorbing construction and reinforced steel passenger cage.

Volvo sold 29,598 cars in the first five months of 1992, off 7.9 percent from the same period in 1991.

"Incentives are still driving the market," said Austin, explaining why Volvo decided on the program. "Frankly, consumer confidence is not as high and not as consistent as we'd like to see."

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 6/8-6/13/92	Actual 6/1-6/6/92	6/1-6/13/92	Year 1/1-6/13/92	Year 1/1-6/15/91
LeBaron J	1,550	1,526	3,076	26,651	18,697
New Yorker	400	446	846	7,877	3,551
Fifth Avenue	1,150	1,349	2,499	16,884	14,128
Imperial	50	127	177	2,461	3,314
Town & Country (trk.)	350	409	759	6,875	1,576
Total Chrysler Div.	**3,500**	**3,857**	**7,357**	**60,748**	**41,266**
Sundance	1,100	1,670	2,770	26,999	18,486
Acclaim	1,650	1,588	3,238	35,723	38,809
Voyager (trk.)	2,350	2,391	4,741	44,533	42,461
Voyager (Can. trk.)	2,682	3,037	5,719	62,136	49,984
Total Plymouth	**7,782**	**8,686**	**16,468**	**169,391**	**149,740**
Daytona	370	444	814	6,157	4,936
Shadow	2,800	3,102	5,902	45,096	21,949
Dynasty	2,400	2,670	5,070	38,653	51,965
Spirit	1,700	1,867	3,567	34,093	35,010
Viper	10	6	16	47	0
Monaco (Can.)	0	0	0	0	3,889
Caravan (trk.)	3,150	3,073	6,223	58,099	50,549
Caravan (Can. trk.)	3,756	4,068	7,824	82,788	67,818
Caravan C/V (trk.)	150	164	314	1,604	2,121
Caravan C/V (Can. trk.)	162	211	373	4,049	11,870
Dakota (trk.)	3,600	3,643	7,243	63,537	36,715
Ram pickup (trk.)	1,200	1,204	2,404	28,310	36,659
Ram wagon (Can. trk.)	540	509	1,049	11,498	10,357
Ram van (Can. trk.)	1,812	1,865	3,677	31,375	18,377
Total Dodge	**21,650**	**22,826**	**44,476**	**405,306**	**352,215**
Premier (Can.)	0	0	0	0	4,914
Cherokee (trk.)	3,650	3,688	7,338	67,286	57,959
Comanche (trk.)	0	0	0	915	2,471
Grand Cherokee (trk.)*	2,400	2,409	4,809	28,721	1,323
Briarwood (trk.)	0	0	0	325	1,314
Wrangler (Can trk.)	0	0	0	29,026	26,560
Total Jeep-Eagle	**6,050**	**6,097**	**12,147**	**126,273**	**94,541**
Total U.S. car	**13,180**	**14,795**	**27,975**	**240,641**	**210,845**
Total Can. car	**0**	**0**	**0**	**0**	**8,803**
Total U.S. truck	**16,850**	**16,981**	**33,831**	**300,205**	**233,148**
Total Can. truck	**8,952**	**9,690**	**18,642**	**220,872**	**184,966**
CHRYSLER CORP.	**38,982**	**41,466**	**80,448**	**761,718**	**637,762**
Escort	5,723	5,797	11,520	86,036	88,203
Mustang	2,800	2,815	5,615	45,184	39,132
Tempo	2,841	2,908	5,749	63,881	51,386
Tempo (Can.)	3,392	3,398	6,790	59,003	54,324
Taurus	9,619	9,695	19,314	182,611	157,369
Thunderbird	2,527	2,426	4,953	40,958	35,213
Crown Victoria (Can.)	3,033	2,155	5,188	49,575	41,490
Aerostar (trk.)	4,210	4,225	8,435	86,566	73,371
Bronco (trk.)	732	0	732	10,550	6,114
Explorer (trk.)	6,693	6,507	13,200	147,007	128,747
Mazda Navajo (trk.)	156	148	304	2,699	5,633
Econoline (trk.)	4,340	4,480	8,820	91,705	61,011
Heavy (trk.)	964	967	1,931	21,547	16,175
Light truck (trk.)	10,710	8,619	19,329	212,228	130,043
Light truck (Can. trk.)	3,052	3,040	6,092	67,680	45,944
Ranger (trk.)	9,814	7,600	17,414	147,113	118,692
Total Ford Division	**70,506**	**64,780**	**135,386**	**1,314,343**	**1,052,847**
Topaz	1,571	1,517	3,088	28,086	21,684
Topaz (Can.)	1,425	1,446	2,871	23,202	16,861
Cougar	1,083	1,196	2,279	28,083	26,235
Sable	3,481	3,405	6,886	60,097	50,584
Grand Marquis (Can.)	2,767	2,120	4,887	47,170	41,474
Mercury Villager (trk.)	324	282	606	1,652	0
Nissan Quest (trk.)	208	172	380	867	0
Total Mercury	**10,859**	**10,138**	**20,997**	**189,157**	**156,838**
Continental	852	806	1,658	18,206	26,747
Mark VII	0	0	0	2,375	4,679
Town Car	2,530	2,425	4,955	54,500	62,949
Total Lincoln	**3,382**	**3,231**	**6,613**	**75,081**	**94,375**
Total L-M Division	**14,241**	**13,369**	**27,610**	**264,238**	**251,213**
Total U.S. car	**33,027**	**32,990**	**66,017**	**610,017**	**584,181**
Total Can. car	**10,617**	**9,119**	**19,736**	**178,950**	**154,149**
Total U.S. truck	**38,151**	**33,000**	**71,151**	**721,934**	**539,786**
Total Can. truck	**3,052**	**3,040**	**6,092**	**67,680**	**45,944**
FORD MOTOR CO.	**84,847**	**78,149**	**162,996**	**1,578,581**	**1,304,060**
Skylark	1,467	793	2,260	27,937	34,929
Century	2,365	2,908	5,273	40,008	41,652
Regal (Can.)	3,100	3,095	6,195	46,237	54,936
Riviera	286	295	581	5,868	4,204
Park Avenue	754	744	1,498	29,183	45,753
LeSabre	4,221	4,208	8,429	73,872	34,715
Roadmaster sedan	861	690	1,551	20,767	7,860
Roadmaster wagon	200	214	414	5,774	10,464
Reatta	0	0	0	0	1,206
Total Buick	**13,254**	**12,947**	**26,201**	**249,646**	**235,719**
Eldorado	616	640	1,256	18,588	6,395
Seville	1,371	1,420	2,791	25,124	12,909
Brougham	0	0	0	2,170	9,328
DeVille	0	3,629	3,629	55,143	66,956
Allante	64	64	128	792	1,446
Total Cadillac	**2,051**	**5,753**	**7,804**	**101,817**	**97,034**
Cavalier	4,755	5,184	9,939	107,767	126,820
Camaro	2,113	1,791	3,904	32,418	22,768
Corsica-Beretta	4,650	4,499	9,149	95,545	121,307
Lumina (Can.)	6,400	6,348	12,748	111,690	102,922
Caprice	3,792	3,399	7,191	52,937	65,672
Corvette	680	587	1,267	10,171	10,934
Astro (trk.)	3,082	2,954	6,036	72,081	46,759
Blazer (trk.)	783	524	1,307	10,987	3,743
Lumina APV (trk.)	1,212	1,221	2,433	21,673	18,769
Mediums (trk.)	231	269	500	3,212	1,966
P-model (trk.)	681	693	1,374	11,417	8,030
Pickup (trk.)	6,747	6,564	13,311	126,785	118,194
Pickup (Can. trk.)	3,900	3,859	7,759	89,917	63,515
S10 (trk.)	4,415	3,565	7,980	86,476	119,084
S10 Blazer (trk.)	2,829	2,472	5,301	61,156	22,500
Sportsvan (trk.)	0	0	0	11,405	19,549
Sportsvan (Can. trk.)	2,000	2,022	4,022	36,208	24,734
Suburban (trk.)	1,816	1,815	3,631	23,955	12,329
Total Chevrolet	**50,086**	**47,766**	**97,852**	**965,800**	**909,596**
Achieva/Calais	2,675	2,938	5,613	58,024	34,616
Cutlass Ciera	3,092	3,573	6,665	62,435	35,473
Cutlass Ciera (Can.)	0	0	0	0	32,520
Cutlass Supreme	2,400	2,388	4,788	39,318	49,949
Toronado	94	97	191	3,000	2,778
Eighty Eight	937	937	1,874	35,386	29,801
Custom Cruiser wag.	40	38	78	1,883	4,949
Ninety Eight	0	810	810	15,606	35,455
Silhouette (trk.)	257	261	518	7,742	9,504
Bravada (trk.)	129	48	177	6,589	8,390
Total Oldsmobile	**9,624**	**11,090**	**20,714**	**229,983**	**243,435**
Sunbird	1,805	1,991	3,796	44,876	58,594
Grand Am	5,546	6,953	12,499	116,823	87,060
Firebird	587	509	1,096	11,751	7,463
Grand Prix	2,700	2,702	5,402	52,292	47,055
Pontiac 6000	0	0	0	0	18,235
Bonneville	1,328	1,347	2,675	47,329	22,153
Trans Sport (trk.)	1,375	1,386	2,761	18,249	11,958
Total Pontiac	**13,341**	**14,888**	**28,229**	**291,320**	**252,518**
Yukon-Jimmy (trk.)	190	78	268	3,348	975
Medium (trk.)	362	300	662	10,952	4,177
P-model (trk.)	70	51	121	1,160	1,436
Pickup (trk.)	2,518	2,613	5,131	49,543	51,690
Pickup (Can. trk.)	1,390	1,371	2,761	32,722	25,244
Syclone-Sonoma (trk.)	1,472	726	2,198	22,984	26,101
Typhoon-S15 Jimmy (trk.)	1,025	696	1,721	19,653	8,140
Safari (trk.)	1,306	1,295	2,601	29,992	19,855
Suburban (trk.)	901	841	1,742	14,912	11,281
Vandura (trk.)	0	0	0	5,803	9,382
Vandura (Can. trk.)	700	704	1,404	16,521	10,096
Total GMC	**9,934**	**8,675**	**18,609**	**287,580**	**168,377**
Total Saturn*	**4,370**	**4,370**	**8,740**	**80,633**	**31,379**
Total U.S. car	**53,769**	**59,718**	**113,487**	**1,182,420**	**1,090,279**
Total Can. car	**9,580**	**9,443**	**18,943**	**157,927**	**190,378**
Total U.S. truck	**31,401**	**28,372**	**59,773**	**620,674**	**533,812**
Total Can. truck	**7,990**	**7,956**	**15,946**	**175,368**	**123,589**
GENERAL MOTORS	**102,660**	**105,489**	**208,149**	**2,135,789**	**1,938,058**
Can. car	2,300	2,299	4,599	51,477	58,188
Can. trk.	1,400	1,409	2,809	31,763	25,996
CAMI*	**3,700**	**3,708**	**7,408**	**83,240**	**84,184**
DIAMOND-STAR*	**2,963**	**3,238**	**6,201**	**73,158**	**72,586**
Civic	2,204	2,193	4,397	44,910	43,014
Civic (Can.)	2,170	2,168	4,338	51,612	50,640
Accord	7,813	7,646	15,459	179,784	166,229
Total U.S. car	**10,817**	**9,839**	**19,856**	**224,994**	**209,243**
Total Can. car	**2,170**	**2,168**	**4,338**	**51,612**	**50,640**
HONDA	**12,187**	**12,007**	**24,194**	**276,306**	**259,883**
HYUNDAI Sonata (Can.)	**320**	**325**	**645**	**6,567**	**14,186**
MAZDA*	**3,740**	**3,035**	**6,775**	**38,247**	**69,684**
U.S. trk.	1,550	1,547	3,097	30,598	35,275
Can. trk.	205	205	410	3,946	3,484
NAVISTAR	**1,755**	**1,752**	**3,507**	**34,544**	**38,759**
Sentra	2,262	2,422	4,684	60,492	64,450
Pickup (trk.)	2,706	2,889	5,595	63,372	63,239
NISSAN	**4,968**	**5,311**	**10,279**	**123,864**	**127,689**
Geo Prizm	1,500	1,620	3,120	41,024	47,122
Toyota Corolla	2,400	2,518	4,918	54,396	49,175
Toyota Pickup (trk.)	1,600	1,682	3,282	24,016	0
NUMMI	**5,500**	**5,820**	**11,320**	**119,436**	**96,297**
Legacy	1,184	1,205	2,389	27,358	26,118
Pickup (trk.)	517	516	1,033	10,618	0
Rodeo (trk.)	963	999	1,962	18,989	0
Total U.S. car	**1,184**	**1,205**	**2,389**	**27,358**	**26,118**
Total U.S. trk.	**1,480**	**1,515**	**2,995**	**29,607**	**23,247**
SUBARU-ISUZU	**2,664**	**2,720**	**5,384**	**56,965**	**49,365**
Camry	4,902	4,936	9,838	109,495	102,738
Corolla (Can.)	1,500	1,511	3,011	34,307	32,076
TOYOTA	**6,402**	**6,447**	**12,849**	**143,802**	**134,814**
VOLVO 740, 940 (Can.)	**150**	**150**	**300**	**3,213**	**4,101**
AM GENERAL (trk.)	**375**	**375**	**750**	**8,550**	**9,850**
MISCELLANEOUS (trk.)**	**2,400**	**2,400**	**4,800**	**54,720**	**63,420**
Total U.S. car	**128,944**	**136,316**	**265,260**	**2,661,942**	**2,506,421**
Total Canada car	**26,557**	**25,015**	**51,572**	**484,853**	**512,521**
Total U.S.-Canada Car	**155,501**	**161,331**	**316,832**	**3,145,995**	**3,018,942**
Total U.S. truck	**96,513**	**88,761**	**185,274**	**1,853,876**	**1,501,577**
Total Canada truck	**21,599**	**22,300**	**43,899**	**499,629**	**383,979**
Total U.S.-Canada truck	**118,112**	**111,061**	**229,173**	**2,352,705**	**1,885,556**
TOTAL U.S.	**225,457**	**225,077**	**450,534**	**4,515,818**	**4,007,998**
TOTAL CANADA	**48,156**	**47,315**	**95,471**	**983,682**	**896,500**
TOTAL U.S.-CANADA CAR & TRUCK	**273,613**	**272,392**	**546,005**	**5,499,700**	**4,904,498**

*Estimate
**1991 figures reflect Grand Wagoneer production.
†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.
**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.
Source: Automotive News Data Center.

Jeep due to drop pickup

GWENDOLYN ZONGHETTI
Special Correspondent

The end of the line for a line of pickup trucks highlighted last week's production news. Chrysler Corp. announced that the Jeep Comanche will be dropped at the end of the 1992 model run.

The Comanche was introduced in 1985, and 164,458 have been sold. However, sales have dropped off in recent years.

Last year, 6,663 Comanches were sold. Sales fell to 3,142 for the 1992 model year to date.

Chrysler said increased demand for the Jeep Cherokee will offset the loss of the Comanche and will keep production and employment steady at the Toledo, Ohio, plant.

Last week's estimated U.S. car production was 128,944, down 5.4 percent from the prior week but up 8.2 percent over 1991.

Year-to-date U.S. car production is 2,661,942, up 6.2 percent over the same point last year.

In Canada, car production was scheduled at 26,557, up 6.2 percent from the prior week but down 9.3 percent from the year-ago week.

Estimated truck production in the United States last week was 96,513, an increase of 8.7 percent over the prior week and 19.7 percent over the same week in 1991.

U.S. truck production so far this year is 1,853,076, an increase of 23.4 percent over 1991.

Canadian truck production was estimated at 21,599 last week, down 3.1 percent from the prior week but up 1.3 percent from the same point last year.

Year-to-date, Canadian truck production of 499,629 tops 1991 by 30.1 percent.

The estimated daily-build rate of cars and trucks produced in the United States and Canada was 54,723 last week, up 0.4 percent from the prior week and 9.3 percent more than the year-ago week.

General Motors ran one shift of overtime last Friday at the Moraine, Ohio, plant.

GM's Oshawa, Ontario, and Scarborough, Ontario, plants worked last Saturday.

The company also scheduled overtime last Friday on the Suburban and Blazer lines at the Janesville, Wis., plant.

Ford Motor Co. slated daily overtime at four car plants and four truck plants last week. The car plants were Wixom, Mich.; Atlanta; Chicago; and St. Thomas, Ontario. The truck plants were Kansas City, Mo.; Louisville, Ky.; Edison, N.J.; and St. Louis.

Ford's Twin Cities (St. Paul, Minn.) plant will be down for 13 weeks beginning June 15 due to extensive retooling for the Ford Ranger.

Chrysler has scheduled daily overtime at three truck plants this week: Warren, Mich.; Jefferson North (Detroit); and St. Louis.

The company ran Saturday overtime at five truck plants last week: Windsor, Ontario; Pillette Road (Windsor); Warren, Mich.; Jefferson North (Detroit,); and St. Louis.

Chrysler's Toledo, Ohio, plant will be down the next three weeks for model changeover.